



Commercial Product Manager IoT & Connectivity

Job Description

The Product Manager IoT & Connectivity is part of the commercial team and is responsible for revenue, growth, and development of the product lines within these technology domains. In this role, the Product Manager acts as a knowledge center and mentor for colleagues, as well as a technical and commercial partner for customers and manufacturers.

The purpose of the role is to combine commercial expertise with technical depth. The Product Manager works closely with Account Managers and Field Application Engineers (FAEs) to develop new market opportunities, win orders, and support customers in their design and development processes.

With a strong sense of curiosity, you act as a true explorer, constantly seeking to expand product groups and identify new commercial opportunities.

This is an international role within a dynamic and fast-evolving market. The Product Manager collaborates closely with manufacturers and customers across different countries and will regularly travel internationally for customer visits, training, and supporting European account managers.

Key Responsibilities

Mentor – Passion for Technology

You have in-depth knowledge of components and technologies within assigned brands and product lines. You actively follow manufacturer roadmaps and ensure insights are accessible to the team.

You share expertise by providing training and supporting colleagues with technical and commercial knowledge. You are the go-to person for component selection, specifications, and application possibilities.

Explorer – Always Seeking Opportunities

You are the primary contact for manufacturers within your portfolio and maintain strong relationships.

You actively monitor market developments, identify opportunities, analyze trends, and translate them into commercial opportunities.

Revenue & Sales

You are responsible for revenue development, sales funnel, and key accounts. You actively contribute to growth and market positioning.

You visit customers, support design processes, and help select optimal solutions by combining technical and commercial insights.

Marketing & Promotion

You collaborate with marketing and sales to position products and solutions in the market.

You contribute to exhibitions, articles, campaigns, and ensure product data is accurate and up to date.

Profile

The position is full-time based

Education & Experience

Bachelor's or Master's level (technical, electronics background).

Experience in electronics industry preferred.

Skills

Strong technical and commercial mindset.

Excellent communication skills in English.

Analytical, proactive, and results-driven.

Location

HQ located in Krimpen aan den IJssel (The Netherlands)

About TOP-electronics

TOP-electronics is a knowledge-driven distributor of electronic components and modules, operating internationally. We collaborate with engineers and partners to deliver innovative solutions.

Core values: Passion for Technology, Entrepreneurial & Solution-Oriented, Reliability & Quality, Stronger Together.

We love to connect...

