



## Manager, LCV & Cross Car-line

We have progressed the current Manager, LCV & Cross Car-Line to a different role within the Vehicle Marketing Team so we are now looking to fill the vacancy within the **Vehicle Marketing team** as the **LCV & Cross Car-line Manager**. You might already work in product marketing, and enjoy improving processes and relationships and fancy a change to stretch existing skills and gain new ones. Or you might be an experienced project Manager who has an aptitude for building relationships and looking to gain new skills in a different industry. Either way, this role is a great opportunity to join the team at an exciting time and provides the opportunity to drive forward innovative projects, develop non-model specific product work streams and manage the LCV product portfolio.

### **About TGB** – In a nutshell

You may already follow Toyota (or TGB as we affectionately call ourselves) on social media or in the news and have heard about the great things that Toyota continue to achieve globally, well, what we do here at TGB helps achieve those great things! Here at our ECO HQ in Surrey, we support the car dealership network as the sales and marketing functions for both Toyota and Lexus in the UK. We are a diverse team with a common goal, to do business the way that customers love.

There's loads of really great stuff on our blog [here](#).

### **Whistle stop** – Overview of the Role

This role works across both Toyota and Lexus brands and offers the chance to become a subject matter expert and create a legacy by setting up and improving relationships, systems and processes across all non-model specific work streams. The role is also responsible for managing all elements of the product marketing mix for our ever important LCV portfolio.

- This role would help you build a great breadth of experience for your career at TGB and will give you the opportunity to:
- Develop strategic skills, work with and influence key stakeholders in TGB, TME and externally
- Develop gravitas and influencing skills through project managing critical companywide projects
- Develop business cases / product plans to deliver LCV Brand & Product strategies to support our brand ambitions
- Be aware of leading edge technology and influence TGB position
- Gain a wider understanding of how stakeholders work together and create efficiencies for mutual benefit and for the customer

### **What you'll get at TGB** - Great people deserve great things

Enabling you to be the best you can be is top on the list at TGB, so it's more than just an externally benchmarked salary and bonus that puts smiles on the faces of people that work here:

- Employee car lease schemes for Toyota & Lexus cars
- Access to attractive car schemes for you (& your family)

- ECO HQ, free parking & restaurant offering a fantastic working environment
- Generous annual leave which increases with service and holiday trading option.
- Flexible working initiatives\*
- 2 volunteering days per year and various Corporate & Social Responsibility initiatives.
- Private medical healthcare, Employee Assistance Program & eye tests
- Exclusive discounts & discount website
- Onsite gym, Sports and Social Club, cycle to work scheme & flu jabs to keep you healthy
- Regular 121s with your manager, a personal development plan reviewed quarterly with a range of training & support (as per the TGB Management Deal)
- Annual events and random acts of kindness throughout the year (e.g, summer party, Green month BBQ)
- & lots more in the pipeline...

\*We don't take a cookie cutter approach to working flexibly because this means different things to different people. Its best to talk to us about the flexibility you'd like at the interview and although we can't promise that we'll be able to give you exactly what you want, we will definitely promise not to judge you for asking. We love it that lots of our people work flexibly!

**You want in?** (see attached job profile for more detail)

To be considered for this role, the skills you'll need to have include:

- Commercial awareness: robust knowledge of automotive industry, TGB activities and Centre Network
- Project Management skills
- Strong influencing and Relationship Management skills
- Demonstrate good planning and initiative
- Confidently able to analyse and research data from many sources to draw out trends and conclusions for action
- Ability to think strategically and operationally
- Customer & Market Focus

We know we won't have been able to cover everything in this advert. Have a look at the job description for some extra detail and if you get through to the face to face interview stage of our process, then we'll put aside some time to explain the role in more detail and you can ask any questions that you have.

Candidates are invited to apply via our careers site. We use LaunchPad one-way video interviewing as part of our screening process. We'll provide you with more information around this as you progress through the stages.

**Toyota loves diversity -**

To innovate, we need diversity of thought so a diverse and inclusive workplace is hugely important to us. We won't discriminate against any protected characteristics, will judge applications on merit and won't make any assumptions.



## Toyota (GB) PLC Job Profile

<b>Job title</b>	Manager, LCV & Cross Car-line
<b>Department</b>	Product Marketing
<b>Grade</b>	3
<b>Location</b>	Burgh Heath
<b>Reporting to role</b>	General Manager, Product & Programmes
<b>Number of subordinate staff</b>	0
<b>Date effective from</b>	Q2 2019

<b>Job purpose</b>	<i>This should be no more than a couple of sentences that describe the overall purpose of the job, the summary of what the job is intended to do/achieve</i>
--------------------	--

### Cross Car-line:

Responsibility across both brands for managing and developing all non-model specific product work-streams, such as Multimedia, Safety, Telematics/Connected Car, Future Drive-train Strategy and Legislation/Homologation.

[1] Become the business lead and subject matter expert on the identified work-streams to provide insight and consistency within core model planning.

[2] Engage with cross-functional stakeholders to plan, develop and implement future projects on Cross Car-line activities with a customer and network focussed mind-set that supports our ambition as a technology leader.

### LCV:

Overall responsibility for product planning management of the Toyota LCV range.

[1] Develop, manage and communicate all aspects of new model and accessories launch timetable and milestones to secure on-time model launches across the Company

[2] Working with key stakeholders to ensure high-quality and commercially credible product strategies are in place to support our LCV volume and profit ambitions.

<b>Dimensions/ scope of activity</b>	<i>This section is about the span of control of the role See the guidelines for further explanation</i>
--	---

- Direct contact and management of relationships with colleagues at TME/TMC regarding cross car-line technologies and drive-train strategy. Inform, share and challenge as required.

- On-going analysis to identify opportunities and threats regarding in-car technology, pro-actively lobby within TGB and TME regarding future investment where appropriate.

- Identify and propose training requirements linked to future technology introduction (e.g. Multimedia & Connectivity) and work with the Academy to develop content for courses and core curricula.

- Product Marketing representative for management of homologation & legislation requirements including major industry projects; WLTP & CAFE.

- Managing relationships with external suppliers and public sector bodies for Telematics Support, Insurance & Security, legislation and future drive-train strategy.

- Product Management responsibilities (as per Product Manager job description) for Toyota LCV portfolio (Hilux, PROACE, PROACE City) including launch and life-cycle management, pricing & consolidated contribution management, and the development of commercial and consumer propositions.

<b>Degree of influence/impact</b>	<i>This deals with the level of contact with stakeholders within the business and outside of it, the complexity of discussions held and the level to which the individual can influence the outcome</i>
---------------------------------------	---

- Direct contact, negotiation and influence with TME Senior Managers and Managers within Product Planning Division, Marketing Management Division and TME London Office.

- Direct contact and influence with TGB Department Managers on a regular basis.
- High level presentations to TGB & TME senior management, other NMSCs as well as senior members of the Centre Network
- Manage communication and feedback to TME Strategic Planning teams via 'Genchi Genbutsu' (market visits) activities
- Support departmental knowledge transfer and standardisation as well as the import/ export of best practice across other NMSCs

<b>Key accountabilities</b>	<i>Please give a heading followed by details of duties and responsibilities, use sub-headings if required</i>
-----------------------------	---

**[1] Cross Car-line Technology**

Multimedia - Strategy and implementation planning for system enhancements. Working with TME to identify system improvement areas to support customer experience ambitions (including legacy systems)

Connected Car & Telematics - Work with C1 & Technical to develop Connected Car roadmap and lead implementation planning across the organisation (customer proposition, business case, centre training, internal support)

Active Safety & Vehicle Security (including Cyber) - Management of agency responsible for vehicle safety and security – ensuring targets for new vehicle development are established with corresponding business case.

**[2] Future Drive-train Strategy**

Hybrid Leadership & Alternative Fuel Strategy – Support Brand Manager in developing mid-term Hybrid strategy (route to 65% mix), identify key milestones and activation opportunities to leverage Hybrid leadership.

EV Launch - Responsible for managing the introduction of first generation Electric Vehicles (products TBC) including market positioning, customer proposition, volume planning and product launch activities.

**[3] Homologation & Legislation**

Product Marketing representative to support planning and management of key homologation policies (as listed) to ensure compliance for TGB. Identify potential risks and ensure countermeasures are proposed and implemented accordingly.

- WLTP Implementation
- CAFE Compliance Planning
- Derogation & Life-cycle Planning

**[4] LCV Range Product Management (as per Product Manager / Specialist)**

- Develop grade strategies and life-cycle actions that support commercial aspirations
- Develop pricing proposals and market positioning within governance guidelines
- Launch management including Training, Network Communication and Launch Stock process
- Liaison with key internal stakeholders such as Fleet, Marketing Communications and Value Chain to ensure cross-company activation and alignment on LCV proposition.

**Skills/experience**

<b>Essential</b>	<i>These will be skills/experience that is essential to perform the role</i>	<b>Desirable</b>	<i>These skills will be useful to have, but it will not exclude the individual from performing the role</i>
	<ul style="list-style-type: none"> <li>- Commercial awareness: robust knowledge of the automotive industry and business model</li> <li>- Project management skills</li> <li>- Able to build and maintain effective working relationships with a wide range of stakeholders</li> <li>- Efficient and effective communicator for influencing and consensus building</li> <li>- Able to demonstrate initiative and innovative thinking</li> <li>- Confident analysing, presenting &amp; influencing using data</li> </ul>		<ul style="list-style-type: none"> <li>- Personal interest in automotive and technology</li> <li>- Vehicle Product experience</li> </ul>

<b>Education and qualifications</b>	<i>This section details the level of education required Details of any specific qualification requirements should be included</i>
-------------------------------------	---

A' Level or equivalent

**Explanation of terms:**

**WLTP** – Worldwide Harmonized Light Vehicle Test Procedure (fuel efficiency testing)

**CAFE** – Corporate Average Fuel Economy (CO2 standards compliance)

**ABU** – Accessories Business Unit within TGB

**C1** – Consumer One

**Alternative Fuel** – Non-petrol/diesel drive-trains (e.g. Hybrid, Plug-In, Electric, Fuel Cell)

**EV** – Electric Vehicles

**LCV** – Light Commercial Vehicles