

Customer Facing Business Unit (CFBU) Manager – Sliding Window

Owatonna, Sioux Falls, Statesville

POSITION PURPOSE:

The Sliding Window Customer Facing Business Unit (CFBU) Manager provides leadership and is accountable for the P&L of the portfolio of all AmesburyTruth products sold for use in Horizontal and Vertical Sliding Window systems for the North American residential markets in accordance with the company's strategic plan and financial goals.

ESSENTIAL DUTIES & RESPONSIBILITIES:

People:

- 1) Continued facilitation of recruiting and selection of candidates that will advance organization in marketplace
- 2) Manage the performance of the CFBU Product Managers in chorus with strategic plan and budget expectations
- 3) Mentor Product Managers in accordance with their Personal Development Plans
- 4) Facilitate continuing education and expertise of our field sales force through product training

Process:

- 1) Obtain approval of and establish product development projects, their scope and prioritize them in accordance with our business rules and corporate PDP process
- 2) According to our business rules for pricing authority, establish pricing strategy for products, services, etc... and participate in the development of the associated administrative processes
- 3) Deliver budget plan and quarterly forecast information on the CFBU portfolio per corporate process
- 4) Provide monthly report on CFBU performance to organizational leadership

Product/Markets:

- 1) Establish product / market segmentation models to identify total and available share, understand opportunities and risks
- 2) Understand customer needs, industry code requirements and competitive landscape for each segment to develop a strategy to compete
- 3) Manage product lifecycle in accordance with this strategy within each segment to ensure optimal portfolio to drive maximum growth and profit
- 4) Direct the marketing tools for product portfolio to ensure customer awareness
- 5) Successfully market and launch new products being mindful of capacities and existing product impact
- 6) Support efforts of manufacturing footprint optimization to ensure we provide the best value to all stakeholders

KNOWLEDGE / SKILLS / ABILITIES:

- Strong inter-personal communication skills
- Strong decision-making, problem solving skills
- Skills in listening and analyzing new ideas and detailed information
- Effectively communicate and work with many different people and environment within and outside the Company

QUALIFICATIONS / PRIOR EXPERIENCE:

- Bachelor's Degree is preferred with marketing and business experience
- 5 - 10 Years of experience in sales, marketing and business development
- Solid working knowledge of Excel, Word and Powerpoint
- Fenestration experience preferred but not mandatory

The above statement reflects the general details considered necessary to describe the principal functions of the job identified, and shall not be construed as a detailed description of all the work requirements that may be inherent in the job.

Qualified candidates please send your resume to careers@amesburytruth.com