

Associate Product Manager - Window

Owatonna, Sioux Falls, or Minneapolis Area

POSITION PURPOSE:

The Associate Product Manager, Window Hardware, will be responsible for assisting in the life-cycle management of AmesburyTruth's hung and sliding window hardware products, including the development of new solutions and management of existing products. Key responsibilities include conducting voice of customer, determining product requirements for new products, implementing go to market strategies, leading product launches, and maintenance of business activities including product training, RFP support, and productivity improvement initiatives. The Associate Product Manager will develop a deep understanding of the hung and sliding window market including market size, applications, competitive landscape, suppliers, and customer needs. This role will utilize the market knowledge to identify new growth opportunities for AmesburyTruth. The Associate Product Manager, Window Hardware will need to effectively communicate with key internal stakeholders and influence functional areas such as sales, global supply, operations, marketing, and engineering. The Associate Product Manager, Window Hardware will be a contributor to the execution of the hung and sliding hardware product strategy and roadmap, achieving revenue and margin targets.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Development of a deep understanding of market dynamics including competitive landscape, macro trends, competitor and supplier offerings, and customer needs for residential window hardware.
- Responsible for understanding the competitive pricing in the market and how to position AmesburyTruth's products against competitive solutions.
- Contributor for the hung and sliding hardware pricing strategy and execution on new and existing products, including annual price recommendations.
- Contributor for new product development including product strategy, business case development, forecasting, product requirements definition, cost targets, managing customer feedback process, and leading the product launch.
- Support the operations organization to manage and improve product quality and delivery.
- Train the sales organization, distributor partners, and customers on AmesburyTruth's hung and sliding hardware products and solutions.
- Respond to daily inquiries from the sales organization to support new business opportunities and risk management.
- Provide input into the product strategy, roadmap, and business case development.
- Collaborate with marketing to develop & update new hung and sliding hardware collateral and sales tools to help drive awareness of AmesburyTruth's window hardware.
- Analyzing product data, including revenue, profit, demand, market data and provide recommendations, including (but not limited to) forecasting.

KNOWLEDGE/SKILLS/ABILITIES:

- Cross-functional leadership – ability to lead complex projects involving stakeholders across multiple functions and facilities.
- Team player with excellent interpersonal and collaboration skills.
- Strategic mindset with a focus on execution and delivery of results.
- Data analysis – ability to analyze data and recommend action based on the information.
- Strong communication and presentation skills.
- The ability to flex between strategic and tactical activity.
- Highly motivated with an entrepreneurial mindset, and the ability to work independently.

QUALIFICATIONS / PRIOR EXPERIENCE:

- Bachelor's degree in business or engineering is desired, Marketing/Business/MBA is preferred.
- 2-4 years of professional work experience, preferably with an emphasis in B2B product management.
- Proficient in Microsoft Excel, PowerPoint.
- Experience partnering with customers and engineering in the development and management of new and existing products.
- Previous exposure to or experience working in manufacturing.
- Successful track record of problem solving, idea generation, and project execution.

WORK ENVIRONMENT/OTHER REQUIREMENTS:

- Must be able to use normal office equipment (scanner, printer, copier, computer).
- Willingness to travel domestically & internationally – up to 25% of the time.

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