

# Director Seals & Extrusions Business Unit

*Charlotte, Statesville, Cannon Falls, Minneapolis Area*

## **POSITION PURPOSE:**

The Director Seals & Extrusions Business Unit will be responsible to drive sales growth through development of product, marketing and pricing strategies and portfolio lifecycle management. The Director Seals & Extrusions will develop a deep understanding of the market including applications, competitors, suppliers and customer needs. This individual will be required to utilize that market knowledge to identify growth opportunities and develop winning strategies. The Director Seals & Extrusions will need to effectively communicate with key internal stakeholders and influence other functional teams such as sales, finance, operations and marketing among others. The Director Seals & Extrusions will be accountable for achieving annual revenue and profit targets, developing and launching new products and developing a strong performing team of engineers and product professionals.

## **ESSENTIAL DUTIES & RESPONSIBILITIES:**

- Conducting regular voice of customer visits to generate new product ideas and detailed product requirements for new product line offerings
- Deep understanding of market dynamics including competition, trends, supplier offerings, and new technologies. Will work closely with customers & suppliers to research and document Seals & Extrusions needs as well as understand the various applications
- Responsible for the development and execution of AmesburyTruth's Seals & Extrusion's product strategies and 5-year roadmap to drive increased revenue through key channels
- Develop and implement growth strategies based on market needs in efforts to increase AmesburyTruth's Seals & Extrusions market share within specific product categories including door and window seals and extrusions
- Partner with sales, supply chain and engineering in the development of new solutions
- Support supply chain, customer service and operations to manage and improve product quality and delivery
- Train the sales organization on AmesburyTruth's Seals & Extrusions solutions through online course development, in field training and sales meetings
- Collaborate with marketing to update and develop new Seals & Extrusions collateral & tools to help drive increased revenue. Develop promotions, campaigns, and brand awareness of AmesburyTruth's Seals & Extrusions
- Lead launch of new products by partnering with multiple cross-functional partners.
- Responsible for understanding the Seals & Extrusions competitive pricing as well as competitive offerings and developing a pricing strategy on new offerings as well as manage annual price adjustments.
- Manage a team of design engineers, product managers and application engineers, creating a collaborative culture and a developing a high performing team
- Leading team to ensure products are designed to meet customer needs and are designed for manufacturability.
- Responsible for life-cycle management strategy for all seals & extrusion offerings, driving SKU rationalization when applicable.

**KNOWLEDGE / SKILLS / ABILITIES:**

- Cross-functional leadership – ability to lead complex projects involving stakeholders across multiple functions and regions
- Team player with excellent negotiation and interpersonal skills
- Strategic mindset with a focus on execution and delivery
- Data analysis – ability to analyze data and recommend action based on the information
- Strong communication and presentation skills
- Entrepreneurial- the ability to initiate new and creative programs and execute against project goals

**QUALIFICATIONS / PRIOR EXPERIENCE:**

- Bachelor's Degree in business/marketing/engineering is desired, Marketing/Business/MBA is preferred
- 10+ Years of professional work experience, preferably with an emphasis in product management
- Experience managing direct reports is required
- Experience partnering with Engineering in the development of new products
- Knowledge of P&L and financial statements
- Willingness to travel up to 40% of the time
- Successful track record for problem solving, idea generation and program execution
- 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 [vicki.mcguire@amesburytruth.com](mailto:vicki.mcguire@amesburytruth.com)**