

Product Manager – Window Hardware

Owatonna, Minnesota

Minneapolis/St. Paul

The Product Manager, Window Hardware, will be responsible for the life-cycle management of AmesburyTruth's casement and commercial 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, pricing support, and productivity improvement initiatives. The Product Manager will develop a deep understanding of the window market including market size, applications, competitive landscape, suppliers, and customer needs. This role will identify new growth opportunities for AmesburyTruth effectively communicate with key internal stakeholders and influence functional areas such as sales, global supply, operations, marketing, and engineering. This position will be accountable for the development and execution of the casement and commercial hardware product strategy and roadmap to realize product line 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 and commercial window hardware
- Responsible for understanding the competitive pricing in the market and how to position AmesburyTruth's products against competitive solutions
- Responsible for hardware pricing strategy and execution on new and existing products, including annual price recommendations
- Responsible 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 window 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 window hardware collateral and sales tools to help drive awareness of AmesburyTruth's solutions
- Development/refinement of AmesburyTruth's window hardware's value proposition, including the development of ROI tools to demonstrate the value the products bring to customers
- 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
- Proficient in Microsoft Excel, PowerPoint
- 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/engineering/engineering is desired, Marketing/Business/MBA is preferred
- 5-7 years of professional work experience, preferably with an emphasis in B2B product management
- Experience partnering with customers and engineering in the development and management of new and existing products
- Previous exposure to or experience working in manufacturing
- Willingness to travel domestically & internationally – up to 25% of the time
- Successful track record of problem solving, idea generation, and project execution

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.

AmesburyTruth is committed to diversity and inclusion. If you are selected to participate in the recruitment process, please inform us of any accommodations you may require. 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.

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