

Job Description

Title: Associate Product Manager
Department: Product Management
Location: Buford, Georgia, USA
Reports to: Product Manager
Supervises: N/A
FLSA status: Exempt
Salary Grade:

Company Overview:

Hettich was founded in 1888 and is today one of the world's largest and most successful manufacturers of furniture fittings. Over 6,600 members of staff in almost 80 countries work together towards one objective: developing intelligent technology for furniture. With it, we excite people across the globe. And are a valuable partner to the furniture industry, retailers and the trades.

The Hettich brand stands for consistent values: for quality and innovation. For reliability and closeness to customers. Despite our size and international significance, Hettich has remained a family owned business. Independent of investors, we have a free hand in shaping our future with a focus on the human element and sustainability.

Job Summary:

The Associate Product Manager role will strategically support the Product Management team. This will be accomplished by having a fundamental understanding of business economics (pricing, cost, production and leverage points). The position will assist in business continuity through means of product portfolio analysis, customer/sales rep requests, and business process improvements related to Product Management.

Essential Functions:

Product Management-

- Actively collects market data through competitive landscaping, customer visits, trade shows etc.
- Outbound activities may include (but not limited to): contribute to defining the Go-To-Market Strategy on a given product/s, supporting sales team in execution through understanding of the product/s and target markets.
- Initiate product portfolio analysis on current product offerings to understand position in terms of trends for revenue, costs, and gross margins.
- Research market pricing to assure that we are positioned accordingly to what the market will bear and maintain company price list.

Sales and Customer Support-

- Support sales team and customer service with existing and new product inquiries as well as contribute to driving sales growth and supporting customer conversation.
- Assure business continuity with Phase-in / Phase-out of a give product/s and will collaborate with Demand Planner.
- Collaborate with other various teams within the organization; Engineering, Accounting, Production, Marketing etc.
- Monitor vendor cost updates on a monthly basis and report any fluctuations.
- Initiate business process improvements within Product Management

Strategy and Planning-

- Leverage learnings from activities with customers of the product; gain understanding of customer needs to help determine minimum viable product and future needs as well.
- Seek creative methods to increase company profitability, product quality, and efficiency.
- Assist with Product Lifecycle and make recommendations.

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Attributes & Qualities

- Takes care of communication (verbal and in writing) with colleagues and suppliers and in different layers of the organization (communicates effectively from the operational organization up to senior management level if needed).
- Delivers added value to the team based on knowledge and experiences to be able to find the right solutions.
- Clear and reliable – accepts personal responsibilities and follows through
- Humor and fun – injects humor and fun into work
- Performance oriented – achieves a clear result or objective
- Demonstrated commitment – makes a choice to be active team member
- Respectful – respects other team members
- Represents colleagues – represents knowledge of specific discipline and provides that input to the team
- Strives towards personal development – performs and learns as part of the team

Education and/or Experience:

- Bachelor of Science Degree in a business/technical related field
- Two-three years of professional work experience

Language Skills:

- Excellent communication skills. Ability to read, and interpret general department materials. Ability to write reports, and business correspondence. Ability to effectively present information and respond to questions from employees, and management.

Mathematical and Reasoning Ability:

- Ability to perform intermediate mathematics.
- Self-starter with minimal supervision
- Ambiguous problem solving a critical skill

Computer Skills:

- Previous experience with variety of computer software applications in word processing, spreadsheets, data base and presentation software (Microsoft Word, Excel, PowerPoint)
- SAP working knowledge

Working environment:

- Primarily works in office environment. Occasionally works in manufacturing environment that is not temperature controlled and the noise levels vary depending on equipment assembling, but can be loud at times.

Physical Demands:

- Will be sitting majority of day

Expected Hours of Work:

- Monday through Friday. 8:00AM-5PM.

Travel:

- Less than 15%

Safety Equipment:

- Wear approved safety shoes for working in manufacturing environment as well as approved standard eye protection glasses.

This job description is not inclusive of all of the duties of the job. The employer has the right to revise this job description at any time. This job description is not a contract for employment and either you or the employer may terminate employment at any time, for any reason.

Hettich America is an [Equal Opportunity Employer](#). We encourage qualified minority, female, veteran and disabled candidates to apply and be considered for open positions.

Last Revision Date:

February 14, 2019