

Product Manager

Position Location: Buford, GA

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 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:

- Continually conduct product category analysis on current offerings to understand position in terms of trends for revenue, costs, and gross margins.
- Actively collects market data through competitive landscaping, customer visits, trade shows etc. related to the Kitchen and Bath Industry
- Outbound activities may include (but not limited to): defining the Go-To-Market Strategy on given launch, this may include supporting sales team in execution through understanding of the product/s and target markets.
- Seek creative methods to increase company profitability, product quality, and efficiency.
- Assist with Product Lifecycle and make recommendations.
- Head the project management of launches and development, this may include sourcing new vendors and products

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.
- Actively analyzes win/loss through CRM portal, report findings, develop solutions for losses and capitalize on wins.
- Assures business continuity with Phase-in / Phase-out of product/s and will collaborate with Demand Planner and Production.
- Collaborate with other various teams within the organization; Engineering, Accounting, Production, Marketing etc.

Strategy and Planning:

- Will research market pricing to assure that we are positioned accordingly to what the market will bear and maintain company price list.
- Assist in Product Category roadmap development

- 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.
- Initiate and track cost reduction initiatives.

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
- Pro-active – operates with high sense of urgency and personal initiative, and respond to multiple deadlines while maintaining good coordination and communication with colleagues and staff
- 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
- Three-to-Five years of professional work experience in Product or Program Management

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.
- Ability to read, write and communicate in English

Mathematical and Reasoning Ability:

- Ability to perform intermediate mathematics.
- Problem solving is 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)
- Experience with SAP

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:

- Requires the ability to sit for long periods of time, with frequent interruptions
- Requires several hours per day of sitting, getting up and down from chairs, and reaching, bending, or carrying light loads
- Requires manual dexterity with normal hand and finger movements for typical office work

- Talking, hearing, and seeing are important elements of completing assigned tasks
- Occasionally lifts, carries, positions, or moves objects weighing up to 20 pounds
- Occasionally works overtime, evenings, or weekends in order to complete work or to attend meetings

Expected Hours of Work:

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

Travel:

- Estimated 25%

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.

Please email resumes to HR@HettichAmerica.net.