



SeaStar Solutions

Job Title:	Product Manager – Thermal
Job Purpose:	This position is responsible for developing and enhancing, new and current customer applications and products within an assigned product line. This individual will facilitate communication between customers and engineering to provide direction on product development and enhancement initiatives. Other responsibilities include conducting market research, marketing initiatives, assess new opportunities, contract management, product training and participate in strategic planning.
Reports To:	Product Manager – Heaters/Military
Direct Reports:	N/A
Version:	2.0 April 1, 2014

Education & Experience

- Degree in Business, Commerce, Marketing, Engineering or a related discipline.
- Minimum 10 years of experience in a product development role.

Responsibilities

- Oversee the management of assigned product lines.
- Provide input for annual planning and maintain the annual forecast.
- Conduct research on existing and potential markets for products.
- Prepare formal business plans for new product opportunities.
- Develop marketing plans, objectives, programs and materials for product lines.
- Work with product development to translate customer needs into design targets and specifications.
- Monitor business performance of product lines, prepare summary reports on performance and prepare action plans to correct deviations from annual plan.



- Contract maintenance, provide supporting documentation for pricing reviews and maintain product margins by working with customers to negotiate price increases, and with Strategic Sourcing to ensure best pricing of materials.
- Participate in corporate strategic planning initiatives.
- Analyze existing and potential markets; prepare strategies and business plans for specific market segments.
- Monitor company and overall market performance on a segment-by-segment basis.
- Ensure Customer Service personnel have a thorough understanding of product lines.
- Introduce and market new products by developing time-integrated plans with sales, advertising, and production
- Conduct customer visits to support strong customer relations.
- May manage strategic accounts.
- Attend trade shows to promote and support product lines.
- Answer product related questions and inquiries.
- Participate in sales and operations planning meetings.
- Complete additional job duties and assignments up to 15% of the time.

Skills & Abilities

- Strong problem solving and decision making abilities.
- Well-developed organizational skills with the ability to manage a variety of tasks.
- Strong proficiency with MS Office programs including: Word, Excel, Access, Outlook and PowerPoint; and, the ability to learn other applications quickly.
- Excellent customer service, management skills and experience.
- Proficient at merchandizing and promoting products to target markets.
- Able to analyze target markets and develop forecasts based on this data.
- Must have real world experience working with individuals of diverse backgrounds and a respect for difference.
- Professional demeanor whether in person, via email or on the telephone.
- Excellent verbal and written communication skills in English.
- Ability to work well independently and as part of a strong team.

Deliverables

- This position will be evaluated on revenue growth, gross margin and performance quality of managed products.
- New product development market requirements.
- Market share in relation to competitors.



- Product creation and support programs for new product development.
- As this position is constantly evolving, please speak with your supervisor/manager regarding daily, weekly and monthly objectives.

Things to Know & How to Apply?

- SeaStar Solutions is an equal opportunity employer.
- If you are interested in this position, please send your cover letter and resume to hr.canada@seastarsolutions.com with the subject: 2017-020.
- Relocation assistance is not provided for this role.
- Only applicants legally eligible to work in Canada should apply. No foreign applicants will be sponsored.
- We look at each resume in detail, so please be sure to review the job description and highlight your experience in relation to this role.
- All candidates will be updated on the status of their application.

To find out more about SeaStar Solutions, please visit our company website at: www.seastarsolutions.com or <http://canada.seastarsolutions.com/careers/>