POTTORFF®

JOB DESCRIPTION

Job Title: **Louver Product Manager**
Reports to: VP of Product Development
Location: Fort Worth, TX
FLSA: Salaried - Exempt

General Summary

The Louver Product Manager is responsible for overseeing all activities relating to researching and marketing the louver product line on the behalf of PCI Industries, LLC. This position works with everyone in the organization to make sure that our louver and architectural product line have what is needed to fulfill current orders as well as continue to grow in the market. The Louver Product Manager is responsible for both product planning and product marketing. This includes managing the louver line throughout the product lifecycle, gathering and prioritizing customer requirements, defining the vision of the louver line, and working closely with product development to make the vision a success.

Essential Duties and Responsibilities

1. Define the product strategy and roadmap for the louver and architectural product line
2. Manage louver and architectural products throughout their lifecycle from concept to end-of-life
3. Be the recognized expert in the organization on the louver and architectural products, the market, and the competition.
4. Participate in AMCA, ASHRAE, and other organization/committees that deal with code and other issues as they relate to louvers and architectural products.
5. Assist with new product development launch. With emphasis on making sure that we have effective product launches that both improve sales and manufacturing capacity. Develop and manage a post-launch feedback loop process.
6. Daily product application support for both internal and external customers
7. Assist Regional Managers with development of Pottorff, All-Lite, and C&S Rep Networks by increasing louver and architectural products knowledge and sales opportunities.
8. Work with Production to make sure that current product is manufactured in the most efficient way possible.
9. Responsible for the management of the computerized product pricing/ordering program (SPECs), LIST and other future software.
10. Develop, implement, and sustain a training program for the louvers and architectural market that will be used for both internal and external training, Conduct internal/external training on the proper selection and application of products.
11. Work directly with Marketing in the creation of white papers, literature, collateral and videos. Identify and fill product gaps and generate new ideas that grow market share, drive growth and improve the customer experience.
12. Travel as required to fulfill the task above.

Education / Experience Requirement

1. Bachelor's Degree in either business or technical field and 5 years industry experience.
2. Experience with product support in the Engineering and/or Architectural communities and related market places.
3. Microsoft office suite experience.
4. Plan, direct and manage own activities with minimal supervision.
5. Louver and architectural products experience and knowledge of related AMCA, AAMA, and IBC standards.
6. Familiarity with blueprints, specifications, and engineering drawings

Specific Skills Required
List any skills required for the job here.
1. Creative problem solver with proven leadership skills and exercise independent judgment frequently.
2. Team and results oriented, excellent written and verbal communication skills, tactful, and detail oriented.
3. Skilled at motivating a team to achieve objectives.
4. Knowledge of cost analysis – sell vs. cost of manufacturing
5. Business mathematics
6. Excellent social skills

Other Duties and Responsibilities
- Communication with manufacturing, sales and product development group on special orders
- Assist in Code Developments, test standards, and participate on industry technical committee's
- Assist in product testing if required
- This job may include other duties and responsibilities as assigned by the supervisor. These may change as needed.

Physical Demands
- Travel - ability to carry luggage.
- Transport architectural and engineering samples to and from presentation.

Work Environment
- Team oriented, open communication business environment