



With light we create worlds of experience, make work easier and improve communications and safety while remaining fully aware of our responsibility to the environment.



ZUMTOBEL

The Zumtobel Group comprises two sub-groups: **Zumtobel Lighting Division** and the **Zumtobel LED Division**. Our worldwide footprint includes production facilities in Europe, Asia, North America, and Australia, and local sales and advice centers in more than 70 countries and over 7,500 employees worldwide.

Product Manager; Point Source Products

Excellent career position with high visibility and great opportunities for advancement.

JOB PURPOSE:

- Manage Zumtobel's Point Source Portfolio for the North American market, including selection and specification of new products,
- Establishment of prices and budgets and market positioning for assigned products,
- Responsible for growth and gross margin

ESSENTIAL DUTIES AND RESPONSIBILITIES:

Overall responsibility for meeting sales and gross margin targets for assigned Point Source Portfolio in North America.

- Follow market needs and assure the right products for the NA market are being developed globally.
- Product development plan for design in the US
- Tracking the product development, ensuring the product is being launched on time and on budget.
- Determine which products needs to be deleted from the product portfolio and phased out
- Set prices, Gross Margin targets, and sales budgets for the new products.
- Coordinate product introduction plans with Marketing and Marketing Communications (brochures, sample kits, sample presentations)
- Provide Sales Stories, applications and key features to Marketing/Communications

EDUCATION, WORK EXPERIENCE, AND LICENSES REQUIRED/PREFERRED:

- College degree (design, and/or Marketing preferred)
- 10 Solid years of experience in Marketing and/ or Selling Point Source Products

GENERAL EXPECTATIONS

- Assertiveness and drive to make things happen
- Comfortable dealing with all functional groups in the company
- Proactive, anticipate market developments and competitor's moves
- A good general motivator towards all parties interacting with, including the sales force

EDUCATION AND WORK EXPERIENCE REQUIRED

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Compensation:

We offer a competitive compensation package, which includes excellent benefits along with a great working environment.

Contact:

If you are interested being part of an international group with exciting challenges, send resume with cover letter and salary requirement to hr.us@zumtobel.com.

Equal Opportunity Employer. No phone calls please.

zumtobel group