

Product Manager/Designer- Specialty Lighting Industries

Specialty Lighting Industries has a full time opportunity for an experienced Product Manager/Lighting Designer who has sales and project management skills.

Responsibilities:

- Analyze market and competition to develop and execute a continuous two year product plan that delivers brand preference and sustainable competitive advantage.
- Develop and execute sales growth strategy, including but not limited to new products, market segmentation, pricing, promotions, programs, etc.
- Presentations to clients and prospective customers
- Specifies new product requirements (product features, schedule, and costs) and drives development process and launch of product with all collateral and launch elements needed.
- Forecast brand sales by product families.
- Identify, develop and maintain all product collateral: spec sheets, brochures, promotion pieces, sell sheets, launch packages, web site.
- Develop and provide product training for customers, sales force and internal support functions.
- Represent assigned brands at sales meetings, industry functions and trade shows.
- Develop marketing plan in conjunction with Marketing Manager, creating a calendar for new product launches, ads, trade shows, "road shows," etc.

Education/Experience/Skills Required

- Bachelors Degree in Business, Architectural Engineering, Mechanical Engineering or Electrical Engineering OR five years experience in lighting-related product management. LC credential or working toward the LC is a plus
- Experience in product management or engineering required, with project management and budget management responsibility.
- Strong leadership, influence and team-building skills.
- Strategic thinker with demonstrated sound decision making capability.
- Ability to work alone and as a team.
- Current knowledge of HID (magnetic and electronic), compact fluorescent and LED lighting.
- PC skills (Microsoft Excel, Word, Access, PowerPoint and Project)
- AutoCAD 2D drawing and 3D (SolidWorks) modeling
- Knowledge of UL/CUL/CSA/CE standards preferred.

Compensation & Benefits:

- Competitive salary
- Competitive bonus program
- First class health insurance benefits
- 401(k) retirement plan with employer matching
- Paid holidays, vacation and sick/personal days

To apply, please send your cover letter and resume to jobs@specialtylightingindustries.com

