



### **Product Manager – LED Lamps & Fixtures – EiKO Ltd**

As one of the winners of *Kansas City Business Journal's* 2012 Champions of Business Award, EiKO Ltd offers a family-oriented work environment, global opportunities, the commitment to provide our employees all the tools they need to succeed and the chance to work with some of the best and brightest people around the globe.

With global headquarters based in Kansas City, EiKO Ltd expands throughout the world with offices in Canada, Europe, Korea, Taiwan and China.

EiKO Ltd offers regular full-time employees with group life insurance, major medical coverage, disability, paid holidays, personal and vacation days. We even have health and wellness seminars designed to help make a difference in your health.

We look forward to welcoming you to our family to make a difference, push the boundaries of your imagination and help redefine the ever-changing lighting industry.

Please forward resumes and cover letter to [employment@eiko.com](mailto:employment@eiko.com) and be sure to reference the job title in the subject line.

### **Description**

The product manager is to ensure that the LED products that EiKO Ltd offers are highly competitive and able to deliver to our ambitions for high market segment share. The product manager is the champion for the "voice of the customer" and ensures that market and product requirements for consumer electronics are clearly understood. They will also be a technical product expert and will play a key role in supporting technical inquiries from the sales organization. The product manager will also frequently deliver presentations to cross-functional audiences and must be able to translate technical features into tangible benefits for customers.

### **Key Responsibilities/Duties**

- a) Manages the LED lamps portfolio and product roadmap for the NAFTA region. Coordinates with key stakeholders to build market leading, profitable offering.
- b) Collaborates with marketing to launch products into the marketplace. Collects insights and market data as inputs into portfolio strategy.
- c) Manages Phase In and Phase Out processes for the LED team. Through analysis of business needs, identifies products for delistment and leads the delistment process. Provide input on product costs in order to make collective decisions on excess and obsolete inventories.
- d) Works with sales and supply chain team to build appropriate demand and supply plans. Coordinates communications with factories and development teams to address supply, quality and performance related issues.

- e) Identifies and coordinates cost improvement and leverage other ongoing programs with LED factories and development teams.
- f) Responsible for maintaining competitive product information. Coordinates regular competitive technical product analyses, identifies areas of advantages and weaknesses. Participates in technical product testing to assess performance characteristics. Collaborates with quality, product development, and OEMs to identify systems that work with our products.
- g) Provides technical information for collateral materials, and reviews documents to ensure accuracy of technical information and reference.
- h) Reports future and current market size developments and industry trends and translates them into actions wrt product roadmap and product strategy.
- i) Monitors legal, government and regulatory issues pertaining to product performance.
- j) Perform other duties as assigned.

### **Key Issues and Decisions**

Outline the key challenges faced in this role and types of decisions/actions that are taken. The rapidly evolving LED Lamps market results in a very fast-paced work environment. The work often results in long work days and frequent calls with China in the evening. The workload forces the person balancing many priorities, including short-term inquiries and long-term programs.

### **Experience**

- 4-6 years of experience to include positions in one or more of the following: Product Management, Sales, Manufacturing, Customer Service, Supply Chain and/or Development/Technical Assignments related to Product Development, Applications, or Product Line.
- Must have working knowledge of lighting, preferably LED lighting.

### **Education/Training**

- BS in Marketing, Engineering or Business Administration (An MBA or advanced degree is preferred).
- The ability to lead and influence cross functional teams, well-developed communication skills and demonstrated ability to plan, organize and execute detailed, complex projects, plans within an agreed-to time frame.
- Up to 30% travel (China 2x/year)

Job: Product Manager – LED Lamps & Fixtures

Primary Location: Shawnee, KS - USA

Schedule: Full-time

Travel: Yes (30%)