



EMPLOYEE JOB DESCRIPTION

| JOB IDENTIFICATION | |
|---|---|
| Job Title: | Sr Product Manager |
| Office Location: | Oakland, NJ |
| FLSA Status: | Salaried/Exempt |
| Job Category/EEO Code: | First-Line Managers |
| WC Code: | 8742 |
| Reports To: | VP, Marketing |
| Date last updated: | 10/16/2018 |
| QUALIFICATIONS AND ACCOUNTABILITY | |
| Education: | <ul style="list-style-type: none"> • Bachelor’s Degree Required |
| Required License/Certificates: | None |
| Minimum Qualifications/Experience: | <ul style="list-style-type: none"> • 5 Years of Experience working in Architectural Lighting (such as Product Manager, Lighting Designer, Sales, Fixture Designer) in one of the following market verticals: Retail, Commercial or Hospitality • 3 – 5 years Product Management Experience • Experience in gathering and analyzing data • Knowledge of Architectural LED Lighting Systems, Smart technologies, technical specifications, applications and implementation • Demonstrated ability to manage multiple priorities • Financial acumen as it relates to pricing and budget development. • Excellent written and verbal and communication skills • Excellent teamwork and collaboration skills • Self-motivated, ability to work with little or no supervision. • Excellent Analytical, Strategic and Problem Solving skills • Experience in working with cross-functional teams. • Microsoft Office Proficient (Word, Excel, PowerPoint) • Oracle knowledge a plus but not required • 25% Travel Required |
| JOB SUMMARY | |
| <p>The Sr. Product Manager position reports to the VP of Marketing at a global, fast-paced, Lighting design and manufacturing company. The position will lead the Point Source and Linear systems product line and is responsible for the product planning and execution throughout the product lifecycle, including but not limited to: Gathering and prioritizing product and customer requirements; Defining the product vision; Working with Management, Engineering, Purchasing, Sales, Marketing, Customer Support and Production (Cross Functional Team) to ensure revenue and customer satisfaction goals are met; Monitoring product over the lifecycle and product discontinuation management. The Sr. Product Manager’s job also includes ensuring that the product supports the Company’s overall strategy and goals.</p> | |
| JOB RESPONSIBILITIES | |
| <ul style="list-style-type: none"> • Determine Market Needs of the industry, Market trends in design and technology and support with Product Development | |

- Develop and administer Product Briefs
- Lead a Cross Functional Team (R&D, Engineering, Purchasing) to Develop Solutions to Needs
- Oversee the Product Lifecycle – Inception to discontinuation
- Monitor product profitability
- Provide Initial and Product Lifecycle Forecasting to Cross Functional Team
- Determine Viability of Customer Variants and Implement
- Train Sales, Customer Service and Production on Products
- Liaison Between Teams (R&D, Engineering, Sales, CS, Production)
- Liaison Between End Users and Internal Teams
- Provide Product Technical Support to Team
- Provide Application Support to the Team
- Support Trade Show Development
- Support showroom products and displays
- Other duties as deemed appropriate by Management

Interested candidates should contact Gary Albornoz at galbornoz@amerlux.com