



## **Position: Product Manager – Ventilation Products**

**Location:** Bloomington, MN and Sauk Rapids, MN

**Division/Department:** Product Management

**Posting Date:** April 1, 2017

### **Position Description**

The Product Manager – Ventilation Products will drive Pinnacle’s growth by ensuring Pinnacle offers the right products at the right price to meet market needs and helping to communicate our products’ features and benefits to internal and external constituents.

### **Primary Responsibilities**

- Maintain and extend the ventilation product line (lifecycle product management, product additions, product drops)
- Understand trends and develop product and service strategies for continued growth and success
- Review product pricing to ensure products are competitively and profitably priced. Recommend necessary improvements or refinements.
- Perform VOC activities.
- Monitor competitive performance, organize and catalog market trends, product ideas, competitive product introductions, customer feedback, and satisfaction.
- Maintain competitor database including product offerings, specifications, features, benefits, programs, and price.
- Specify requirements, define cost targets and otherwise make the business case for new products.
- Develop business plans and make recommendations for strategic direction.
- Work with the marketing team to ensure all product releases are thorough, timely, effective, and well communicated to internal and external constituents.
- Work with Customer Care and Engineering to analyze warranty data and work to assure warranty problems are identified and addressed.
- Prepare information for the sales team, participate in sales and customer presentations as necessary, and attend trade shows on a limited basis.
- Provide ongoing product support to sales and distribution.
- Supervise/manage Product Support Specialists.
- Other duties and responsibilities as assigned.

### **Reporting Relationship**

- Reports to VP Marketing and Engineering
- Works on a team with other Product Managers and Product Support Specialists



- Works cooperatively with Sales, Distribution, Engineering, Product Sourcing, Marketing Communications and other functions.

#### **Qualifications and Skills**

- Bachelor's degree in engineering, science or business, plus MBA preferred
- Five to ten years' relevant experience in product development, sales, marketing and/or product management
- Significant experience and a track record of success in championing and bringing new products to market
- A strong working knowledge in the HVAC industry is required including working knowledge of fans, evaporative coolers, air conditioners and other ventilation related products
- Experience developing products for retail channels (home centers) as well as more traditional Industrial and Commercial channels highly desired
- Experience developing products to be produced in China and the US highly desired
- Exceptional leadership skills and experience
- A proven business thinker with solid strategic skills and capacity to understand the business from a market and P&L perspective
- Excellent oral and written communication skills
- High energy and highly motivated individual with strong external and internal customer focus
- Legally able to work in the US

#### **Compensation**

- Competitive base pay, depending on qualifications and experience, plus performance based bonus
- Benefits include healthcare, dental, 401K, vacation, disability insurance, etc.

Email [hr@pinnacleclimate.com](mailto:hr@pinnacleclimate.com) with your current resume and "Product Manager" in the subject line.

#### **About Pinnacle Climate Technologies**

Pinnacle Climate Technologies develops, manufactures and distributes heating and ventilation solutions through commercial, industrial, agricultural, DIY and other retail channels throughout the world. With manufacturing in North America and Asia, Pinnacle serves a diverse customer base in over 25 countries, on every continent. With brands that include MASTER®, Schaefer®, Remington®, Pro-Temp®, Americ®, and Stanley®, Pinnacle is positioned as the global leader in industrial/construction heat, and portable ventilation products.