



Engineered to order. Built to last.

Global Product Manager-Overhead

Since 1905, G&W Electric has helped power the world with innovative power systems solutions and products. With the introduction of the first disconnectable cable terminating device in the early 1900s, G&W began to build a reputation for engineering creative solutions to meet the needs of systems designers. Solutions which today have extended far beyond cable accessory products and into the latest in solid dielectric and SF6 insulated switchgear, solid dielectric insulated reclosers, system protection equipment, distribution automation solutions, and distribution and transmission cable accessories. Located in Bolingbrook, Illinois, USA, the plant covers over 371,000 square feet and represents a showplace of modern engineering, manufacturing and marketing technology.

Why join us? G&W enjoys a long reputation for product quality, innovation and world-class customer service to the power industry. We have established this reputation by believing that our greatest asset is our employees. We owe our success to the initiative and talents of highly skilled individuals within our team-based organization. Our goal is to set the standard for customer satisfaction by ensuring a superior level of service, performance and innovation. As a global organization and industry leader, we are committed to cultivating an engaging work environment that embraces our core values and develops our talent. Our continuous focus on growth and innovation means that you become part of a company that provides challenging opportunities, rewards excellence and combines your individual expertise to achieve a higher level of shared success.

SUMMARY OF RESPONSIBILITIES:

Provide Product Management of Switchgear - Overhead Products, including all global sales & manufacturing locations. Increase product line revenues and margin dollars by developing strategies to identify growth markets and grow our business within key identified markets.

ESSENTIAL DAY TO DAY FUNCTIONS:

- Provide 5-year strategic plan and measure execution.
 - Develop a 5 year plan to revenue target / market share including product needs, cost targets to support pricing and margin needs.
 - Assist in developing market outlook conditions, including SAM, TAM, CAGR.
 - Research market needs, identify product gaps and initiate new product development programs
 - Create programs to increase our value to end users.
 - Identify large strategic opportunities for new switching related products utilizing software and other research databases and develop strategies with sales team to penetrate.
 - Create and maintain a communication and tracking mechanism with our sales team, both direct and rep to achieve our goals for new products

- Oversee development of a rolling 1-year tactical plan for new products and measure execution.
 - Monitor industry trends that will impact product requirements
 - Interfacing with end users and participating in industry events in order to understand and develop opportunities for innovative solutions
 - Research customer product requirements, competitive offerings, and product gaps to determine market needs for new products.
 - Define product requirements and translate customer needs into engineering specifications.
 - Manage the product development process for new products to insure a complete launch of product, sales tools, training and materials.
 - Develop a 1 year sales plan by region with sales department for new products
 - Develop product roadmaps
 - Monitor Customer Satisfaction and implement applicable actions to improve and maintain customer satisfaction
 - Set up new products within system; establishing pricing information; determining inventory levels; and developing sales collateral and training material

- Develop new business opportunities for private-label and acquisitions.
 - Build market position by locating, developing, and defining business relationships
 - Investigate and track economic conditions effecting the electrical industry
 - Analyze market and technology trends to develop a M&A strategy and list of target firms that align with strategy
 - Evaluate businesses identified as potential acquisition targets and / or partners
 - Identify and analyze target businesses
 - Determine strategic fit and identify synergies
 - Support due diligence activities with functional experts and investment bankers
- Perform market research to determine target markets and provide direction to sales team
 - Conduct extensive market research to identify growth market opportunities
 - Conduct primary research (interviews, surveys, questionnaires, focus groups) and secondary research
 - Develop and implement a Plan to include: target markets, target accounts, sales revenues goals and objectives
- Maintain and increase sales of switching products
 - Assist in developing and conducting technical sales calls and training calls to drive sales of new products
 - Make technical presentations as needed to internal and external customers
 - Monitor opportunity tracking database for key opportunities for new products
 - Define and communicate to sales the market opportunities for newly introduced products
 - Set and monitor target revenues, unit and margin goals for the year for each product line
 - Create and incorporate Marketing Strategies aimed at IOU's, Muni's, Coops and C&I customers
 - Work with our RVP's and Reps to close key large dollar targets that offer immediate sales opportunities for services or products

QUALIFICATIONS / EDUCATION

- 10+ years experience in a sales manager or product manager role, preferably in the Power Distribution segment of the electrical industry
- Managerial experience required
- Demonstrated track record of driving product line growth
- International experience desired
- Able to handle multiple tasks efficiently
- Effective presentation skills
- Good communication skills both written and oral
- Results oriented
- Good problem solving skills
- Team Player
- Good "people" skills... Good listener and can adapt to the customer audience

G&W offers a competitive salary commensurate with the candidate's level of experience, as well as an excellent benefits program including medical, dental, short term/long term disability, life insurance, and a 401(K) retirement plan.

To apply please send your resume to careers@gwelec.com

EEO M/F/Vet/Disability