

## Technology Product Manager

Well-established, dynamic firm with global presence, seeks Product Manager charged with product line contribution as a business unit. This extends from increasing the profitability of existing products to collaborating with Engineering to develop new products for The Company. You will make recommendations based on existing product portfolio cognizance, and help to develop new ideas based on your Industry experience, and your contact with Customers and Prospects from calls and tradeshow, participating as an exhibitor or attendee. Important to be a good listener to internalize and communicate Customer's needs. Ability to travel at least once a month for Customer Cold Calls and interface with existing Customers, Sales Reps and Distributors, to identify problems and new opportunities. You are the internal and external evangelist for your product offerings and sales channel conduit and advisor to Key Customers.

### Key Responsibilities

- Managing designated market segments and product line(s) life cycle from strategic planning to tactical activities for sales and manufacturing.
- Quoting, forecasting, sales, and marketing product preparation and presentations, including sales training for Customer Service, Sales Representatives and Distributors.
- Set up and manage Customer profiles
- Develop potential Customers
- Join with Sales Team in making and launching Company's strategic selling plans
- Actively look and target potential Industry principals as partners to widen business activities
- Cultivate and manage Key Accounts on routine basis
- Business and technical savvy to negotiate supply agreements in conjunction with Sales Team.
- Ensure effective allocation for material plan implementation of resources, working closely with Materials' Purchasing
- Manage the inventory in accordance with agreed plans and policy
- Make recommendations to marketing to create sell sheets and trouble shoot website to continually improve.
- Driving a solution to Customers product design dilemma(s) across development teams, primarily Development/Engineering.
- Cooperation with other departments and Divisions to fulfill assigned tasks.

### Job Requirements/Preferences

Bachelor Degree in Business Administration. At least five (5) years' experience at management level, preferably in Electronics' hardware field. Open and service minded, strong business sense, good communication/negotiation skills, integrity, responsive, high commitment, English (Spanish a plus), computer proficient.

**-Salary commensurate with experience**

**Please forward resumes to [HR@meritec.com](mailto:HR@meritec.com)**