

PRODUCT MANAGER

Dynamic, DIB (Defense/Medical Industry Base) designated “Essential”, high-tech firm in growth mode looking to fill full-time position for Product Manager. The Product Manager (PM) is responsible for maximizing revenue and gross margin for their respective product categories by ensuring we have the right products for the markets and geographies Meritec serves. The PM is responsible for product planning and execution throughout the Product Lifecycle, including: gathering and prioritizing product and market/Customer requirements, defining the product vision. Working closely with sales channels, marketing, engineering, and support to ensure revenue and Customer satisfaction goals are met. The PM's job also includes ensuring that the product aligns with Meritec's overall strategy and goals.

The position is located in Painesville OH, at the firm's Corporate Office

Essential Duties and Responsibilities:

- Ensure that product strategies are in alignment with Company strategies
- Interface with Customers to create product requirements
- Proactively identify and work to resolve product issues
- Work closely with Customers, sales, reps and engineering to ensure product goals are met
- Translate product requirements into deliverable product definition
- Propose and be accountable for product investments
- Identify opportunities to innovate and improve products
- Demonstrated success defining, developing (Acquiring) and launching products.
- Conduct market research and competitive analysis
- Understand the competitive landscape and market trends
- Using stage gate process and project tracking, work collaboratively with operations, engineering, marketing, sales, customer service and finance to develop and execute product plans
- Oversee and manage product line life cycles to maximize revenue and gross margin while anticipating potential problems that affect product success and market adoption.
- Own and enhance profitability of their products, maintain appropriate price lists, quotation database, New Business Opportunity (NBO) log.
- Work with Sales Channels to determine best solutions and Customer satisfaction.
- Ensure applicable price increases on annual or as needed are attended to in a timely manner.
- Establish the annual product forecast and be responsible for meeting top and bottom line objectives.

Knowledge, Skills and Abilities:

- Strong understanding of business within the appropriate market place.
- Good understanding of electronic hardware development and manufacturing process
- Ability to review schematics and mechanical drawings to ensure product requirements are met.
- Ability to develop accurate costs and understand challenges within Bill of Materials (BOM) / product
- Business skills including P&L, Business Case Strategy, and Strengths, Weaknesses, Opportunities and Threats (SWOT) Analysis
- Ability to manage multiple products simultaneously
- Excellent attention to detail and organizational skills
- Strong analytic and strategic thinking skills
- Excellent presentation, interpersonal and communication skills, and the ability to work well in a team environment
- Ability to effectively communicate with both internal and external Customers
- Process oriented
- Ability to think and work independently

Education and/or Experience:

- 5 years' experience in handling electronic hardware related programs
- 5 years' experience in Customer interfacing with an Original Equipment Manufacturer (OEM) as a supplier
- Experience in managing product lines a plus
- Experience using tools to analyze product data
- Microsoft Office Skills needed

Notes: Some Travel is anticipated to trade shows and customer sites, around 10% is anticipated.

PHYSICAL DEMANDS. The physical demands described here are representative of those that must be met by an individual to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the Associate is frequently required to stand, walk, sit, and talk or hear. The Associate must occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision, color vision, depth perception, and ability to adjust focus.

Salary starting at \$75K+ commensurate with experience / excellent benefits including 401k and HSA (Health Savings Account) Match

BENEFITS: 401K with match / Health w/HSA seed and match, Life, Dental, Vision Insurance / Wellness Program / Fitness Center / Break room with video games / Paid Time off / Tuition Reimbursement

Meritec's Mission – To create a Company with a reputation for superlative quality that generates unique and custom solutions to important problems. To use our skills with metals, plastics and product design to create these solutions and to continuously upgrade these skills with education, innovation and tool enhancement. To generate enough profit to ensure corporate longevity to significantly reward our Team. To learn more about Meritec, visit [www. MERITEC.com](http://www.MERITEC.com).

Interested candidates please send resumes to HR@MERITEC.com

COVID-19 considerations:

Please refer to MERITEC.com for Covid-19 Protocols. Meritec is considered an essential provider to Mil/Aero and Medical Industries; et al. We have exceeded state and governmental guidelines in ensuring the health and safety of our Work Family.

Requirements: Please forward resume to HR@MERITEC.com

All Candidates must be U.S. Citizens. Candidates must be willing and able to pass a background check and drug screening to be considered for a position at Meritec. Meritec provides equal employment opportunity to all individuals/M/F/D/V.

Browse links to learn more about MERITEC:

<https://www.dropbox.com/s/ojq8ecieyrozcaz/MERITEC-GetToKnowUs-Eng21.pdf?dl=0>

<https://www.dropbox.com/sh/on1x0js4oo7wrn/AAB7BvACj2Vfig4jceaOqyj1a?dl=0> – to learn more about Meritec's Products

<https://www.dropbox.com/s/o2js5dzrr63hwtq/MERITEC-INTRO-Virtual-Audio-TOUR.mp4?dl=0>

https://www.dropbox.com/s/sjlbj55qfc9tb06y/50th-Anniversary-MERITEC-InnovationTimeline_R6_1080p.mp4?dl=0

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