

Director of Product Management & Technical Sales Support

NLS Lighting LLC

Carson, CA 90746

Job details

Job Type: Full-time

Number of hires for this role: 1

Full Job Description

Position: Director of Product Management & Technical Sales Support

Reports To: Senior VP of Brand Management, Engineering & Operations

General Requirements

- Highly organized, dedicated and proactive individual who leads by example.
- **Professional** with a strong understanding of Brand Management, Sales, Engineering & Operations.
- Comprehensive understanding of SIOP Forecasting Process.
- An understanding of LED technology, Lighting products, and Sales Channels will be required.
- Ability to develop and lead an efficient team where quality, accuracy and dependability are highly valued.
- Must demonstrate strong attention to detail, follow-up and effective communications within a multidisciplinary team.

Job Description

Responsibilities include, but are not limited to the following:

- Manage Price Book and develop pricing strategies of new and legacy products to capture and increase market share.
- Provide technical sales support and training to Agents, Customer, RSMs, Inside Sales and Customer Service.
- Supervise and manage SIOP Forecasting Process Implementation. Interdepartmental mentorship and training for successful companywide adoption
- Provide support to Product Management Strategy of New and Legacy Product Portfolios, Roadmaps (Technology, NPD, Sustaining, Rationalization), Product Launches and Rationalization.

- Provide support to Marketing Group for MARCOM, website & social media promotional updates, spec sheets, brochures, Revit Files/IES Files, Installation Instructions etc. on the website
- Provide support in compiling VOC, benchmark competitor's metrics, draft scope of work and manage the commercial product launch with collaboration from all departments.
- Manage and /or support applications department. Implement, maintain and optimization of departmental procedures. Analyzes procedures and processes to reduce processing time and cost.

Qualifications

- Degree in **Engineering and/or Business**
- 10+ Years Supervisory Experience
- Team Builder, excellent communicator, Leadership by example with proven high-quality results.
- Experience with LED & lighting.
- Hands-on, creative problem solver able to rapidly develop appropriate solutions.
- Quick learner who adapts well to new technology and software.
- Demonstrates the will & capacity to understand NLS product lines, manufacturing methods, processes, techniques, and related equipment.
- An understanding of Sales, Marketing, Production Scheduling, Supply Chain and Manufacturing Operations.
- Strong Supervisory Skills, with excellent oral and written communication skills.
- Savvy time manager with the ability to organize schedules, manage multiple tasks / priorities and easily adapt to changing situations.

Education

- Bachelor's Degree in Engineering and/or Business

Work Environment

This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines. The employee is exposed to a variety of extreme conditions that may be found while walking the production floor or during business travel.

Physical Demands

While performing the duties of this job, the employee is regularly required to talk and hear. The employee frequently is required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms and requires the ability to occasionally lift office products and supplies up to 30 pounds. The ability to work on a computer and phone while sitting for extended periods of time.

Position Type/Expected Hours of Work

This is a full-time position, and hours of work and days are varied. Ability to work Monday through Friday (7A.M - 4P.M., 730AM – 430PM, 8AM-5PM) Occasional evening and weekend work may be required as job duties demand.

Other Duties:

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Benefits:

- Health insurance
- 401K
- Paid time off

Schedule:

- Monday to Friday

Work Location:

- One location