

Job Title: Applied Product Manager-HVAC Product Sales Division

Position Summary:

As the Applied Product Manager for our HVAC Product Sales Division, you are responsible for product development, introduction pre-sales and managing technical services support post sales for our HVAC applied product range (central ATW & WW Heatpumps, Chillers etc.). The Applied Product Manager will develop and execute applied market sector product implementation strategies including product introduction and life cycle management plans. The position reports to the Vice President & General Manager –HVAC Product Sales Division.

Key Responsibilities:

- Manage the Applied HVAC product road map for all products.
- Develop competitive Applied heating, cooling and controls product comparisons.
- In consultation with the Commercial Sales Manager and HVAC marketing group support the creation of marketing & sales support materials, sales tools, marketing promotions and campaigns, etc. that will facilitate the successful product launch and profitable continued sales.
- Facilitate product collaborations with OEM partners as required.
- Analyze all relevant market data and assist to determine new product positioning strategies.
- Manage the day to day activities of the Applied Product Team to resolve issues raised by our sales channel partners, developing individual objectives and standards, monitoring and evaluating the performance of the team.
- Create and manage Applied product service and support policies, procedures and measurement criteria to ensure that our business objectives are met.
- Act as factory liaison for product specification, introduction and life cycle management activities including quality issues.
- Facilitate the development pre-market product testing and engineering compliance of new applied product formats.
- Responsible for developing and delivering technical service, sales and application training programs to facilitate increased annual product sales volumes in line with organization product growth targets.
- Ensure that all technical documentation is accurate, maintained and up to date.
- Act as the business technical product subject matter expert for all applied products.
- Identify product gaps, needs and enhancements working with the sales teams. For the Applied Market, working in collaboration with Commercial Sales Manager research, develop and maintain a solid understanding of current market, and competitor conditions. Monitor historical information and trends to gain insight into future performance, potential gaps and unmet needs. Perform regular industry, market, consumer, and competitor and profitability analysis, revising plans accordingly and providing input into the revision of sales and marketing strategies, where applicable.
- Communicate monthly reports to Vice President & General Manager to provide a summary update on product development and quality related issues.
- Schedule monthly Applied Product Team meetings to help monitor team activity and progress on key designated tasks.
- Mentor and develop the capacity of a growing Applied Product Team to maximize impact on business.
- Other duties as may be assigned.

Requirements & Qualifications:

- Bachelor's Degree in Engineering, PEng or equivalent industry experience.
- Seven (7) to ten (10) years of applied product management experience.
- A strong technical understanding of applied air-conditioning systems and applications.
- Excellent computer skills and proficiency in product selection software, excel, word, PowerPoint.
- Advanced interpersonal, communication, sales and people management skills.
- Excellent written and verbal communication and presentation skills.
- Demonstrated ability and experience to effectively execute the key responsibilities of the position.