

Position: Product Manager – Air Quality Products
Location: Eden Prairie and Sauk Rapids, MN
Exemption Status: Exempt
Division/Department: Product Management
Posting Date: November 3, 2021

Position Summary

The Product Manager – Air Quality Products will drive Pinnacle’s growth by ensuring Pinnacle offers the right products at the right price to meet market needs and help to communicate our products’ features and benefits to internal and external constituents.

Primary Responsibilities:

- Maintain and extend the air quality product line (lifecycle product management, product additions, product drops).
- Understand trends and develop product and service strategies for continued growth and success.
- Review product pricing to ensure products are competitively and profitably priced. Recommend necessary improvements or refinements.
- Perform VOC activities.
- Monitor competitive performance, organize and catalog market trends, product ideas, competitive product introductions, customer feedback, and satisfaction.
- Maintain competitor database including product offerings, specifications, features, benefits, programs, and price.
- Specify requirements, define cost targets and otherwise make the business case for new products.
- Develop business plans and make recommendations for strategic direction.
- Work with the marketing team to ensure all product releases are thorough, timely, effective, and well communicated to internal and external constituents.
- Work with Customer Care and Engineering to analyze warranty data and work to assure warranty problems are identified and addressed.
- Prepare information for the sales team, participate in sales and customer presentations as necessary, and attend trade shows on a limited basis.
- Provide ongoing product support to sales and distribution.
- Supervise / manage Product Support Specialists.
- Other duties and responsibilities as assigned.

Qualifications and Skills:

- Bachelor’s degree in marketing, engineering, science or business, plus MBA preferred
- Three to Five years’ relevant experience in product development, sales, marketing and/or product management

- **Experience developing products for retail channels (home centers) as well as more traditional Industrial and Commercial channels highly desired**
- Significant experience and a track record of success in championing and bringing new products to market
- Experience developing products to be produced offshore and the US highly desired
- Exceptional leadership skills and experience
- A proven business thinker with solid strategic skills and capacity to understand the business from a market and P&L perspective
- Excellent oral and written communication skills
- High energy and highly motivated individual with strong external and internal customer focus
- Legally able to work in the US

Reports to:

Director of Product Management

Works on a team with other product managers and product support specialists.

Collaborates with Sales, Distribution, Engineering, Sourcing, Operations, Marketing and other functions.

About Pinnacle Climate Technologies

Pinnacle Climate Technologies invents, develops, and manufactures heating and ventilation solutions through commercial, industrial, agricultural, DIY, and other retail channels throughout the world. With manufacturing in North America and Asia, Pinnacle serves a diverse customer base in over 25 countries, every continent. With brands that include Master®, Schaefer®, Remington®, ProTemp®, Americ®, and STANLEY®, Pinnacle is positioned as the global leader in industrial/construction heat, and portable ventilation products.

Pinnacle is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, disability, veteran status, national origin, or other legally protected classifications. Competitive base pay, depending on qualifications and experience, plus performance-based bonus. Benefits include healthcare, dental, 401K, vacation, disability insurance, etc.

Why Join Us

Our brands, both young and mature, now have 65 years of experience to draw upon as they optimize manufacturing efficiency, perfect distribution, and lead the industry. And with that, we're now able to innovate faster and more effectively deliver the highest-quality products to the marketplace. As a result, Pinnacle Climate Technologies is home to brands that are recognized worldwide for reliability, durability, and innovation. At Pinnacle—We make it possible.