

# Amphenol

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Amphenol Canada Corp. an ISO 9001 Company is a subsidiary of Amphenol Corporation of Wallingford, CT. and is exclusively dedicated to the development, manufacturing and marketing of filter connector systems for both the aerospace and commercial market segments.

**Title: Product Manager – Industrial IO Interconnect Products**

**Reporting to: Marketing Director, ACPA**

## **GENERAL DESCRIPTION:**

The Commercial Industrial IO (Input/Output) Interconnect Products PM ("Industrial IO PM") is accountable for managing the growth, development, marketing and overall performance of interconnect products used in the rapidly evolving Industrial Ethernet communications market, including connectors and cable assemblies. This is part of the overall Commercial interconnect product portfolio serving a global account base, with a specific focus on growing business in Factory and Process Automation, Robotics and related industrial markets.

This Industrial IO PM position, preferably based in Toronto, Canada, is responsible for working with the global Amphenol account teams and Customers on a direct basis to identify Industrial Ethernet and other industrial interconnect requirements and develop corresponding marketing and product development strategies. This person will work with Product Development Engineering to develop and manage New Product projects and the schedules necessary to meet demands of the market, positioning Amphenol as the primary vendor of choice for our existing and potential new customers. Regular reviews and prioritization of project activities with the marketing manager and the lead development engineers serve as one of the management tools to ensure schedules and budgets are met and profits are maximized. Through collaboration with the current existing Product Management team, the Industrial IO PM conducts market research and feasibility studies, develops market strategies to maximize top and bottom line financial performance of the product line, and to ensure maximum penetration of the products in the North American, European and Asian marketplace. Advertising initiatives and web-based marketing collateral materials are to be developed and maintained.

Monthly forecasting and ongoing development, review and management of the New Business Opportunities Sales Funnel are fundamental and primary responsibilities of the Industrial IO PM. These regular activities require detailed evaluation of customer forecast and trend data, and feed directly into overall forecasting and monthly operations review processes managed by the Marketing Manager and the Director of the group.

In addition to New Product development initiatives, the Industrial IO PM is accountable for day to day business involving quotations, response to customer enquiries, quarterly quotation for key accounts, etc. Support is provided for many of these activities from Customer Service, Global Pricing team and Product Specialists, but the PM is accountable as this contributes to overall performance of the applicable Product Lines.

Another key accountability of the Industrial IO PM is product line profitability, and ongoing cost reduction is a fundamental component of maintaining and improving margins. The PM must help drive Product Engineering and the Operations teams to maximize cost reduction and overall gross margin for the product line while staying competitive in the market, optimizing market share and successfully winning maximum allocation on new programs.

International travel will be required, primarily to customer locations and other Amphenol sites in North America (primarily the US) and throughout Europe, as well as Asia. Customer visits will be conducted with Amphenol Business Development and Account Managers, and the Industrial IO PM will make product presentations to customers and provide product training to other Amphenol employees. In addition, the PM will occasionally be required to make Product Line business presentations to the Director, Group General Manager and Controller during semi-regular business reviews.

The ideal candidate will be an assertive and creative team player with strong leadership skills, have the ability to express thoughts clearly and concisely in both written and verbal context, and have an extremely positive attitude toward meeting established objectives. Self-confidence, a very people-oriented disposition, dedication to accuracy and responsiveness in a fast-paced environment, and a strong desire to succeed are necessary characteristics. Technical aptitude and a background involving interconnect products (connectors and cable assemblies) and/or the Industrial Ethernet market in general would be beneficial and desired but is not essential. Performance will be measured both by financial attributes relative to the product line (orders, revenues, margin and ROI), as well as increased customer service levels, customer feedback, and successful development of initiatives related to product/market and strategy. Potential opportunities for advancement and growth could be to PM Team Leader, and Marketing Manager.

### **Roles and Responsibilities:**

- Ongoing Communication with Customers, Business Development Managers, Account Managers, Product Engineering, Manufacturing, Accounting, and Planning, in North America, Asia and Europe.
- Establish and maintain pricing and manage regular quotation activities.
- Create product strategies and support Customer strategies as developed by Account Managers.
- Monthly updating and reviews of detailed Order Forecasts to maintain performance to annual budget.
- Ongoing review, management, and maintenance of New Business Opportunity Funnel documentation.
- New product planning and development in conjunction with Product Development Engineering.
- Determine training needs and provide product training - internal and external.
- Develop presentation materials for product training and Customer visits
- Develop and maintain marketing materials (sample kits, catalogs, ads, internal product updates, web content, etc.).
- May provide supervision to product specialists, application engineers and student interns.
- Other related duties as required (trade shows, customer visits, travel, special projects, etc)
- Works with Account Managers, Customer's sales managers, customer service, overseas suppliers and internal engineering.

### **ASPECTS OF POSITION:**

- Accountability for high growth potential and high visibility product segment
- Challenge of creating strategic directions and generating significant success.
- Significant contributor to increasing Amphenol's business volume in Commercial IO Industrial market
- Extremely exciting and competitive business environment
- Regular International travel
- Limited resources and high workload require very hands-on approach, creativity in problem solving, leadership and delegation to support services where applicable.
- Short product to market cycle times and demanding management requirements often requiring prioritization of multiple highly visible and equally important projects
- May require extra hours to meet internal and customer deadlines.

### **Must Have:**

- BA in Marketing and /or Engineering
- 4 years' work experience minimum with outside sales or marketing in a related field.
- Ability to work well under pressure
- Dedicated to accuracy and responsiveness
- Excellent verbal and written communication skills
- Excellent computer skills (internal planning systems, spreadsheets, word processing, presentation software)
- Ability to travel internationally (up to 1-2 weeks per month); focus on Europe and US.

### **Desired:**

- Assertive personality
- Technical training and aptitude
- Experience in interconnect and/or electronics industry, including ethernet speed connectors and cable assemblies
- Experience in Industrial Ethernet Products Industry

Amphenol Canada is committed to developing inclusive, barrier-free selection processes and work environments. If contacted in relation to a job opportunity you should advise Amphenol, in a timely fashion, of the accommodation measures which must be taken to enable you to be assessed in a fair and equitable manner. Information received relating to accommodation measures will be addressed confidentially.