



## **Product Manager**

Canplas is a North American business unit located in Barrie, Ontario. Our team develops and produces solutions that meet our clients' most demanding expectations. We are passionate about creating sustainable, innovative solutions for the markets we serve. We provide people around the world with innovative solutions, leading our industry in a way that anticipates the rapidly evolving needs of our customers.

### **Position Summary:**

In this role as a Product Manager – you will oversee day to day activities for the Ventilation, Vacuum, Plumbing and Separation Technologies product categories. In this role you will work both internally with many cross functional teams, as well as externally with various levels of industry experts and stakeholders. This position will focus on project management activities in the four product categories.

### **Major responsibilities include:**

- Tasks/projects related to improvement of existing products
- Represent the company's interest at industry events and work with various agencies to maintain codes and standards; as well as, gain approval for existing products
- Analyze pricing information from competitors' price sheets
- Explore industry and customer websites to keep up-to-date on new product developments and new pricing
- Maintain a database of competitive information by product line
- Assist in customer training sessions as a part of "team selling" with the innovation/sales reps
- Provide product information and product images to customers when requested
- Assist with the coordination of trade shows, booth setup and shipment
- Input/preparation of sales/market support materials/collateral
- Process field complaints and recommend applicable actions
- Existing products - certification process

### **Position Qualifications**

- Post-secondary education - Engineering or Business
- One year product line management experience, in a technical or manufacturing environment
- Project management experience and proven success
- Creativity and Innovation will be part of your DNA
- Business/Strategic mind set and proven business results
- Proficiency with Microsoft Excel, PowerPoint, Project and CRM
- 15% -25% overnight travel required
- Requires a valid passport

### **Competencies:**

- Leadership orientation and strong interpersonal skills
- Results focused – team and individual
- Strong organizational and time management skills
- Ability to establish strong working relationships and persuade/influence others
- Strategic Thinking - ability to understand implications of decisions made
- Demonstrated negotiation skills and Business acumen
- Data and analytic driven decision making

Internal applicants should discuss their application with their current manager prior to submission. Please forward a detailed resume by January 25, 2019 to the attention of Jennifer Wilkins at [jwilkins@canplas.com](mailto:jwilkins@canplas.com)