



## ***New Product Specialist Barrie, Ontario***

### **Job Summary:**

Our Barrie location is looking for a New Product Specialist to join the growing Innovation department. The successful individual will be responsible for managing new product development projects and assisting Product Managers with longer-term initiatives via the StageGate model. 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 Separation Technologies category.

### **Principle Responsibilities Include:**

- Leading Cross-Functional Teams comprised of staff from Product Design, Marketing, Operations, Sales, Logistics and Finance on each active project assigned by the Product Manager
- Lead proof of concept product testing in both the field and laboratory environment
- Creating business reports based on inputs from project teams and presenting findings to middle or senior management
- Visiting customers and industry professionals to present products, ideas and prototypes; and communicating this "Voice of Customer" information back to project teams
- Working with outside consultants (such as patent lawyers, design consultants and other experts) as is required to substantiate the business case
- Represent the company's interest at industry events and work with various agencies to maintain codes and standards and gain approval for existing products
- Conduct market research to keep up-to-date on new product developments, competitor information, and regional product approvals as well as jurisdictional code changes
- Maintain a database of competitive information by product group
- 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
- Input/preparation of sales/market support materials/collateral
- Process field complaints and recommend applicable actions
- Manage internal database of certification data, product status and R&D test data

### **Required Skills/Qualifications:**

- Post-secondary education - Engineering or Business
- Project management and leadership experience is a definite asset
- Creativity and Innovation will be part of your DNA
- Business/Strategic mind set and proven results
- Superior time management, organized, must be able to handle multiple projects simultaneously
- Strong presentation skills, written and oral communication skills
- Proficiency with Microsoft Excel, PowerPoint
- Digitally savvy – Solid Works is an asset
- Ability to establish strong working relationships and persuade/influence others
- Data and analytic driven decision making
- 15% -25% overnight travel required
- Requires a valid passport

Internal applicants should discuss their application with their current manager prior to submission.

Qualified applicants should forward a detailed resume by April 12, 2019 to the attention of Jennifer Wilkins at [jwilkins@canplas.com](mailto:jwilkins@canplas.com)