

## Product Manager II

Are you a **values-driven** individual? Do you have the determination to provide **legendary customer service**? Do you **thrive** in a fast-paced environment? Are you ready for a **challenge**? **Are you interested in hearing what our employees say about us?** Check out our website at <http://www.showdowndisplays.com>.

Showdown Displays manufactures and supplies event, display and promotional products to the Advertising Specialty and the Promotional Products industry. We also have received recognition for exceptional growth, innovative products, company culture and legendary customer service. We invite you to view some of our products at: [www.showdowndisplays.com](http://www.showdowndisplays.com).

We actively live out our core values: **Passion for Excellence, Accountability, Respect, Innovation, Teamwork and Integrity**. For prospective team members who possess these values, are passionate about what they do and want to truly make a difference, joining our company can be a life-changing opportunity.

We are searching for a Product Manager II to support our continued growth. This role will be responsible for the development of innovative high-quality products and/or product services that grow revenue and profits while serving to attract and retain customers. We are known for our legendary service and commitment to our customers, we are looking for someone with the same focus. If you are looking to be part of a growing company with strong core values, we want to hear from you.

### What you will be responsible for:

- Product plan and execution throughout the product lifecycle including gathering and prioritizing product and customer requirements, defining the product vision, and working closely with internal and external manufacturing, sales, marketing, and support to ensure revenue and customer satisfaction goals are met.
- Manage the entire product line life cycle from strategic planning to tactical activities.
- Collaborate with Marketing to develop and implement a company-wide go-to-market plan.
- Adhere to internal and defined product development stage gate process.
- Rigorously test and evaluate product designs for manufacturability, durability, and function.
- Ensure the product supports the company's overall strategy and goals.
- Work with marketing to define the go-to-market strategy and help them understand the product positioning, key benefits, and target customers.
- Specify market requirements for the current and future products by conducting market research supported by on-going visits to industry tradeshows, events and suppliers.
- In partnership with Sales, participate in visits to customers and potential customers to gain market knowledge and validate market assumptions.
- Understand the market(s) and find innovative solutions to address those markets.
- Develop the core positioning and messaging for the product.

- Collaborate with global product management team on new product development, product innovations, product improvement and supplier relations to enhance and streamline cross-corporation innovation.
- Set product pricing to meet revenue and profitability goals with awareness of market and competitive forces.
- Work closely with internal compliance team regarding product testing and compliance (Prop65, PFAS, flammability, wind rating, etc.) sustainability initiatives and inspections before a product goes out on the market.
- Collaborate with the Quality team throughout the product life cycle regarding product enhancements, improvements, rework and testing.
- Communicate with the Operations Department on forecasting to ensure adequate supply.
- Study all the details of the company's product from packaging to consumption to assure the customers receive quality and safe products.
- Deliver MRDs and PRDs with prioritized features and corresponding justification.
- Increase profitability of existing products by focusing on cost reduction.
- Run pilot programs with early-stage products and samples.
- Develop sales tools and collateral. Provided internal and external sales training.
- Serve as the technical subject matter expert for your products, as well as associated market competitors.
- Collaborate with Marketing team to create print instructions, instructional videos, and promotional materials.
- Proof print catalog to ensure technical accuracy.
- Establish, collaborate with, and manage outsource partners to meet organizational capacity, delivery, and profitability goals.
- Establish new and redundant supply chains to meet organizational needs.
- Responsible for category analysis that can drive decisions.
- Own the relationship for Showdown Displays with associated vendors and suppliers.
- Must be able to communicate product vision and technical details to engineering teams.
- All other duties as assigned by supervisor.

**What will you bring to the table (Skills/Experience Required):**

- Bachelor's degree or equivalent combination of education and experience, M.B.A highly preferred
- 5+ years of product management experience
- International product development experience
- Travel up to 20%, including international travel up to three (3) times per year
- Demonstrated success defining and launching excellent products
- Excellent written and verbal communications skills
- Strong presentation skills
- Excellent teamwork skills
- Proven ability to influence cross-functional teams without formal authority

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

## **Necessary Attributes:**

Must possess our Core Values: Passion for Excellence, Accountability, Respect, Innovation, Teamwork and Integrity

## **What will you enjoy from working with us?**

(This is the good stuff!)

- Recognition for your hard work and achievements!
- Opportunity for new challenges! We are growing!
- Competitive pay and benefits including 401k!
- Paid training.
- Fun work environment built on six Core Values ~ Passion for Excellence, Accountability, Respect, Innovation, Teamwork and Integrity. This is not just a poster on the wall!
- Great employee referral program! Refer someone and earn cash! How legendary is that?
- Strong leadership team!
- An organization that gives back – we strongly support Common Hope and Junior Achievement.
- An organization that you will be proud to work for!

**If you can demonstrate your extraordinary successes in the areas above, then we would love to hear from you!** Please gather your resume, along with a summary of your successes referencing the questions above and apply at [www.showdowndisplays.com](http://www.showdowndisplays.com) .

Offers are contingent upon passing all background checks, criminal check and professional reference checks.

### COVID-19 Precautions

We take our employees' health and safety seriously. Both MN OSHA and the Anoka County of Health have reviewed and approved our COVID-19 Response Plan and its execution.

Diversity creates a healthier atmosphere: Showdown Displays is an Equal Employment Opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, protected veteran status, disability status, sexual orientation, gender identity or expression, marital status, genetic information, or any other characteristic protected by law.