

# Global Director of Switches Product Line

Ref. GD\_SW\_US\_2410

Location: Buffalo Grove, USA



## Overview

Welcome to Carlo Gavazzi, an international organization specialized in the development, manufacturing, and distribution of Automation Components. Our global footprint includes 23 owned sales companies and 5 manufacturing plants across the Americas, Europe, and Asia Pacific. Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices) provide automation solutions for the global markets of industrial and building automation.

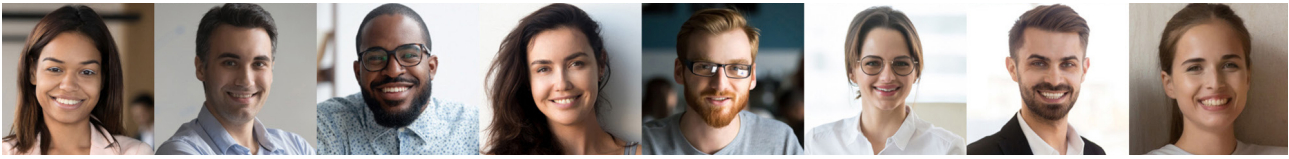
## In a nutshell

Are you ready to embrace an exciting challenge and lead our Global Product Line team for Switches? We are seeking a motivated **Global Director of Switches Product Line** ("PL") to lead one of Carlo Gavazzi Group' three business lines (Switches).

As an experienced Business Manager with successful global sales and marketing experience, you will be responsible for defining the strategy for Switches, ensuring the effectiveness of business operations, and driving the profitability of our company's activities. Your goal will be to drive sustainable development and long-term success by proactively fulfilling the innovative needs of our customers and prospects. This role reports directly to our Group CEO based in Switzerland.

## What you will be doing?

- P&L responsibility.
- Leading the business, including R&D, Product Management, Product Sales Support, Marketing Communication, and maintaining a strong interface with the Sales Organization, Customers, and Prospects.
- Participating in the development of corporate projects in liaison with the CEO, focusing on annual objectives, financial controlling, sales planning and forecasting, production planning, sales and marketing strategy, ERP management, people development, organization development, innovation, risk management, and compliance regulation.
- Developing PL business management goals and objectives that support profitable growth.
- Designing and implementing PL business strategies to anticipate customer needs.
- Ensuring that the PL has adequate and suitable resources to complete its activities.
- Ensuring alignment of the PL with the overall company strategy and objectives.
- Conducting market research and competitive analysis to identify PL opportunities and challenges. Using insights to influence product strategies, innovation, and positioning.
- Overseeing the entire PL lifecycle of the product portfolio, from ideation to end-of-life. Ensuring that each product is optimally positioned in the market and meets both financial and customer goals.
- Ensuring products are developed, launched, and marketed effectively. Fostering strong communication across departments to align product and business unit goals.
- Defining and implementing best-in-class product management processes and standards. Ensuring these processes drive consistency, efficiency, and measurable results across the team.



Sounds great!

Are you the right candidate for this position? Let's see:

- Bachelor's degree in Engineering. MBA or advanced degree preferred.
- 10+ years of product management experience with a proven track record of driving strategy. At least 5 years in a global leadership role in Industrial and Building Automation.
- Strong collaboration skills, with the ability to work across teams including engineering, sales, marketing, and operations.
- Experience managing P&L, including pricing strategies and cost management to meet financial targets.
- Experience leading complex, cross-functional projects and delivering them on time, within scope, and aligned with business goals.
- Thorough understanding of strategy development to drive a growth ambition for the product line.
- Understanding of channel partners in industrial and building automation.
- Experience managing technical product lines in industrial applications is highly desirable.
- Strong knowledge of customers and the market.
- Ability to drive process improvements that deliver results.

### What you need to succeed?

- Strategic mindset and customer-centric developing market share.
- Excellent organizational and leadership skills.
- Outstanding communication and interpersonal abilities.
- A passion for innovation, new products and services, voice of customers.
- Strong problem-solving abilities
- Willingness to travel globally a minimum of 30% of the time.
- Very hands-on and pragmatic, Flexible, with no problems adapting to new plans.
- Ability to handle pressure

### What's in it for you?

- We offer you entrepreneurship and trust: the opportunity to take responsibility and be accountable.
- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on marketing and selling truly unique products. There is nothing more thrilling than seeing our work out there on the market.

### Interested in finding out more?

Does this versatile challenge appeal to you? Then we look forward to getting to know you!  
Please send your CV to [GlobalTalent@carlogavazzi.ch](mailto:GlobalTalent@carlogavazzi.ch), indicating the role you are interested in.

Browse our website ([www.gavazziautomation.com](http://www.gavazziautomation.com)) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi Inc. with registered office in 750 Hastings Lane - IL 60089-6904 - Buffalo Grove USA - [sales@carlogavazzi.com](mailto:sales@carlogavazzi.com)