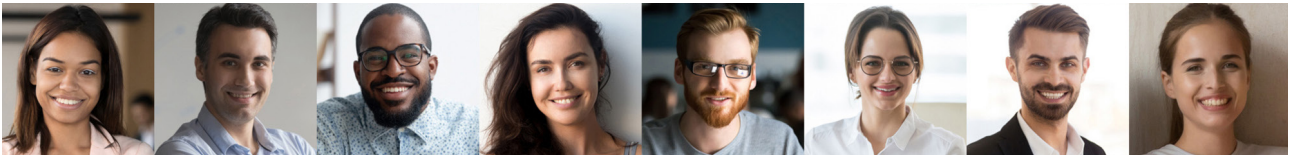


# Product Line Manager - Sensors, Americas

Ref. PLM\_SENSORS\_US\_2409

Location: Buffalo Grove, IL - USA



## About the job

Do you only strive for customer excellence and do you want to grow your career in step with our company? Welcome to Carlo Gavazzi, our Group is a recognized global leader specializing in the design, manufacturing, and marketing of products and networked solutions for the Industrial Automation and Building Automation industries. It includes multiple technologies for connected Sensors, Relays and Electrical Metering.

Carlo Gavazzi is currently looking for a talented and passionate **Product Line Manager – Sensors for Americas**. In this position, the role is responsible for the profitable sales development as per budget and 5-year strategic plan of the Product Line Sensors in the Americas. This position is reporting to the Regional Managing Director, and will work with the International Product Management team, to establish the requirements, assess opportunities, and identify the trends of our product line in the Americas, and with the National Sales Companies (NSC) leaders to increase market share through new business generation from the sales teams.

## What does this mean?

- You are responsible for developing the marketing and sales plans, in conjunction with the leaders of the National Sales Companies, to drive profitable sales growth in line or above the target budget.
- You are responsible for building, developing and documenting in the CRM or in specific “white-papers” a strong understanding of the needs of our strategic OEM’s.
- You are 100% focused on New Business Generation aligned with the industry-driven company strategy.
- You like to identify opportunities to upsell, cross-sell, and introduce new products to key prospects and customers, including pre-launch of major product releases to OEMs.
- Together with the Key Account Managers in the Americas Region, you establish the needs and unfulfilled requirements (Voice of Customer) from our key strategic prospects and customers, ensure their ultimate satisfaction, and understand their business objectives.
- Gather market intelligence from strategic OEMs to influence the global product roadmap led by the International Product Managers. Provide the International Product Managers with product and market price requirements, and affirm all roadmap projects with sign-off.
- You ensure the sales teams are provided the proper material and training to prospect strategic OEMs, constantly generate new projects for standard products, and adapt products or roadmap projects. Ensure the sales teams manage these projects in a timely manner.
- Collaborate with the NSC leaders to develop effective customer prospection in the strategic industries of: Mobile Equipment, Agriculture, Conveyors/Packaging, and Access Controls and project management from the sales teams.
- You drive consistent communication with the IPMs on strategic market trends, Voice of Customer in our strategic industries and new products development.
- You create and provide management reports on key customer activities, performance (including wins and losses of potential customers), and document in the CRM.
- You collaborate with the regional sales teams, IPMs, and Product Support teams to develop tailored solutions for key customers.
- You assist the IPM with the yearly update of the Product Line strategy, highlighting emerging opportunities, regional price list establishment and maintenance, along with the main drivers of the marketing promotion (marcom) for the brand recognition of the company in our strategic industries.
- Participate in a peer-PLM group to exchange experiences, suggest updates of the PLM job description, and address challenges to render the daily activities more effective.



## Requirements

### Sounds great! Am I the Product Line Manager you are looking for? Let's see:

- You hold a technical degree in electrical or electronic engineering; additional qualifications in marketing and/or business administration would be an advantage.
- You have a minimum of Five years of work experience in product management or application engineering, specifically within industrial automation.
- You possess strong knowledge of industrial automation markets and automation products, with relevant experience in Sensors.
- You have solid and successful experience in B2B sales of automation components to relevant key accounts (e.g., OEMs, panel builders, distributors), with a focus on the Agriculture, Mobile Equipment, Access Controls, and Conveyors/Packaging industries.
- Experience as a Product Specialist and/or Application Engineer would be preferred.
- You are a self-motivated, dynamic, and energetic individual, capable of working independently in an international environment.
- You are fluent in English, both verbally and in writing. Proficiency in other languages is an advantage.
- You are required to travel frequently within Americas, up to 50% of the working time.
- You are collaborative and able to work effectively across global and functional boundaries.
- You are proactive, flexible, adaptable, and open to change.
- You challenge the status quo for positive improvement.

## Key Accountabilities

- Sales performance of operating revenue and gross margin.
- New business generation in strategic industries with strategic OEMs.
- New Product Introduction launches
- Influence and review the product roadmap generated by the IPM with ambitious projects backed by voice of customers from strategic OEMs.
- Detect emerging regional market trends
- Establish and maintain regional price lists

## Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on selling truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.
- You will get an attractive salary package with a lot of extra benefits.

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

## Interested in finding out more?

Please send your CV to [GlobalTalent@carlogavazzi.ch](mailto:GlobalTalent@carlogavazzi.ch) indicating the role as reference subject if you are interested in!

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

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