



JOB DESCRIPTION

<i>Position Title</i>	Tooling & Distribution Product Manager
<i>Position Reports to</i>	Director of Sales & Marketing
<i>Type of Position</i>	Full-time
<i>Position Summary</i>	<p>The Tooling & Distribution Product Manager is responsible for working with the Director of Sales & Marketing in the development, launch and maintenance of marketing/sales plans for all Natural Gas Tooling & Gas Distribution product line(s) while being the primary sales and application support for all sales personnel. Ancillary field services support will require input and contribution from time to time. Works closely with our Regional Sales Manager/T&D Territory Manager Teams as well as other members of our inside sales support and operations personnel. Considerable direct involvement with our represented manufacturers as a primary technical/marketing contact for our organization. Considerable direct contact with our customers at all levels of their organizations from operations personnel up through executive stakeholders. Meeting/Tradeshaw attendance and membership involvement with outside the company, industry specific organizations required to ensure continuity in product offering, proper industry promotion and customer trend awareness. Travel to category product manufacturers as required to perform duties. Keeping pace with state PUC/PSC's, AGA, FERC & PHMSA as it relates to focus products and services important to capturing direction of industry rules, initiatives, laws, etc. The Product Manager is also responsible for adhering to and promoting the company values by performing duties in a manner that is consistent with being a team leader and supports the continued growth of the company.</p> <p>Travel requirements are typically 4-7 days a month with variations up or down depending on tradeshow schedules or special project needs.</p> <p>Travel includes the U.S. States of ME, VT, NH, MA, RI, CT, NY, NJ, PA, OH, VA, MD & DE (possible WV, N.KY). Occasional international travel is required based on location of represented manufacturers or training initiatives</p>
<i>Primary Responsibilities</i>	<ul style="list-style-type: none"> • Business Development of all products and services related to the role. • SME on all products and services related to the Pipe Tooling, Gas Distribution & Repair & Safety Product lines. • Increase awareness of related products and services at management levels and deep into utilities covered. • Direct and perform all aspects of product support, engineering change management, positioning, and promotions, including assisting with development procedures, component specs, catalog and sell sheet copy and training aides. • Manage and communicate sales information and product changes both internally and externally. • Maintain manufacturer training certification to keep us approved for sale and support all related products. • Regularly perform competitive analysis and recommend strategies to improve market position, quality or increase profits / reduce costs. • Aid Regional Sales Managers in the assembly, maintenance, and update of annual sales forecast.

<p><i>Primary Responsibilities</i></p>	<ul style="list-style-type: none"> • Assemble plans for capital budget requirements for equipment and samples needed to achieve goals. • Assist in the development and maintenance of the company product database with product specifications. • Establish/maintain relationships with key vendors to help facilitate strong alliances and completion of projects. • Travel with Regional Sales/T&D Territory Management Team to conduct customer facing presentations for products and services to achieve regional sales goals. • Entertain customers and represented manufacturers to deepen relationships. <p>Manufacturer's / Products Included <i>(dynamic list to be added to or subtracted from as we grow)</i></p> <ul style="list-style-type: none"> • EF Technologies, MCS Kleiss, Polyvalve, LLC, Cumberland Products, GTG (LLFA Tape), 3M, Mustang Squeeze Tools, Nupi Americas Electrofusion, PERC (Statikil PE, RITE SCRAPE, ALIGNRITE, PAC28), REED, RITMO, Skinner Company, Safety/Goodman, Timberline Tools, Thomas Wilson Reamers, LinkSeal/Garlock, M.E. Barber Plugs, Flow Serve Sealant Equipment, Milwaukee (Empire) Warning Tape. • Marketing & Launch Support of other related product lines is possible as we grow or re-direct focus.
<p><i>Competencies</i></p>	<ul style="list-style-type: none"> • Problem Solving/Analysis. • Technical Capacity. • Strong Communication Skills. • Personal Effectiveness/Credibility. • Time Management. • Strong Presentation Skills.
<p><i>Supervisor Responsibility</i></p>	<p>This position has no personnel supervisory responsibilities.</p>
<p><i>Qualification/ Knowledge/ Skills Required</i></p>	<p>Education:</p> <ul style="list-style-type: none"> • GED, high school diploma or any equivalent. <p>Preferred Requirements:</p> <ul style="list-style-type: none"> • 5+ Years Industry Related Experience in technical/marketing/sales support roles • BS Engineering or Engineering Tech Degree and/or BA Business Administration or Marketing Degree • Hands-on demonstration/installation/start-up/maintenance/problem solving experience with tools, equipment (electrical, mechanical, hydraulic some with varying communication capabilities) and related technology. • Computer Hardware/Software interface experience
<p><i>Resume Submission</i></p>	<p>Email to: hr@mulcare.com</p>