

## **Product Manager**

*Holland Landing, Ontario*

### **About Us**

Inscope is a design enabler. We have been saying Yes since 1888 with a versatile portfolio of systems, storage and wall products that are adaptable and built to last. With care and consideration, and more than a century of expertise, our philosophy is to always do what we can to say Yes.

### **About the Role**

The Product Manager is the knowledge expert within their assigned product line in terms of the entire statement of line and requires the development of a full cycle business plan for each product designed to drive sales. Product Managers must have a broad understanding of the industry and be able to position our internal and competitive strengths to architecture & design groups, dealers and sales representatives.

### **Primary Tasks & Responsibilities**

- Responsible for driving sales and operating income for assigned product lines.
- Preparing annual marketing that includes brand positioning, communication and product strategies.
- Develop a clear compelling positioning for the product line.
- Accountable for achieving and exceeding sales targets and operating income target in conjunction with the sales team.
- Responsible for maintaining the correct product assortment based on client feedback and market demands. Advising on the additions, enhancements and removals of product from the Inscope offering and understand product profitability and the effect on the bottom line.
- In conjunction with Product Development, lead new product introductions from end user research, testing, costing, pricing and existing product rationalization.
- Educate partner departments on the market position of product lines, features and benefits of our products.
- Assist sales teams in preparation of bids including specification, brainstorming product solutions for sales opportunities, value positioning of the product line, presentations as required and adding product content for RFPs.
- Create application guides and installation manuals for dealers, sales representatives and architecture and design groups for product lines. Update catalogue additions and deletions and any technical corrections.
- Develop competitor guides that identify where Inscope sits in relation to other manufacturers, strengths/opportunities and our unique selling propositions. Work with Design Application Consultants on preparation of brochures and the correct presentation of the product line story.
- Assist in showroom and trade show designs by ensuring that the product is shown in its best application.

- Update price lists for products and work on costing for manufacturing of the project. Continue to monitor and update pricing strategy; determine target pricing and forecast revenue.
- Responsible for evaluating proposed environmental sustainability programs and initiatives as they relate to the assigned product assortment. Liaise with applicable team member and consult on this impact.
- Liaise with Product Development, Supply Chain, Finance, Engineering and Sales on a regular basis to fully satisfy client requirements as needed.
- Support product and sales training, coaching and learning tools to internal and external audiences.
- Support updating content of product training programs and presentations.

### **Knowledge, Skills, Abilities & Education**

- Bachelor's degree in Marketing, Business Administration, or Interior Design, or equivalent professional experience.
- MBA is preferred, but not required.
- Experience in leading in a team environment.
- Ability to work with multiple levels across many functional areas.
- Experience with managing and developing full cycle business plans to support products.
- Self-starter with the ability to deliver results and work independently.
- Excellent written, verbal and presentation skills.
- Intermediate knowledge of MS Office suite of products.
- Prior knowledge of office furniture industry an asset.
- 5-7 years relevant work experience.

If you have the qualifications for the above position and are interested in joining a team oriented progressive company with excellent benefits, please submit your resume for consideration to [careers@inscapesolutions.com](mailto:careers@inscapesolutions.com).

We thank all applicants for their interest, but advise that only those selected for an interview will be contacted.

**Inscape values employment equity and is an equal opportunity employer.  
Inscape will provide reasonable accommodation to applicants with disabilities.**