

Product Manager - Walls

About Us

Inscape has supported the evolution of the workspace since 1888. A versatile portfolio of systems, storage, walls and seating products addresses the diverse needs of today's office with solutions that stand the test of time – built to last and inherently flexible. Dedicated to delivering innovative solutions with care and expertise, Inscape is here to help you make life at work better.

About the Role

The Product Manager – Walls will develop a workforce strategy to manage the Inscape Walls products. The Product Manager is to act as the knowledge expert 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. The Product Manager 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 profitability for the Wall product lines.
- Accountable for achieving and exceeding sales targets in conjunction with the sales team.
- Have an in-depth understanding of the Inscape statement of line as well as prices and features of major competitors.
- Answer inquiries on product offerings from sales dealers, sales representatives and internal sales teams and assist in determining which product should be presented to the client.
- 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 Inscape offering and understand product profitability and the effect on the bottom line.
- Introduce new product lines from research, to testing, costing and price rationalization to approvals and presentation. Responsible for new product launches.
- 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.
- Oversee application guides and installation manuals for dealers, sales representatives and architecture and design groups for the Wall product lines. Update catalogue additions and deletions and any technical corrections.
- Develop competitor guides that identify where Inscape sits in relation to other manufacturers, strengths/opportunities and our unique selling propositions.

- 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 relates to the Wall 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.
- Provide product and sales training, coaching and learning tools to internal and external audiences.
- Maintain and update content of product training programs and presentations.
- Consult with Learning & Development on learning design and facilitation techniques.
- Regularly participate in continuous development activities related to facilitation, training & learning design, “Train-the-Trainer”.

Knowledge, Skills, Abilities & Education

- 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.
- Interior Design degree/diploma or relevant work experience.
- Marketing degree/diploma or relevant work experience
- 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.

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.**