



Product Manager – Electrical Safety

Protective Industrial Products (PIP), a global organization headquartered in Latham, NY is a leading provider of PPE (Personal Protective Equipment) to the Industrial, Retail, Construction, Emergency Responder and Electrical distribution channels. PIP is experiencing terrific growth and has an immediate opening for a **Product Manager – Electrical Safety Products** to oversee our line of Rubber Insulating Gloves and insulated tools. See www.pipusa.com

This position requires a strong understanding of the industrial products channel. The Product Manager is responsible for gathering and defining technical specifications and for developing channel strategy for maximum sales penetration. The Product Manager will execute the product portfolio strategy with PIP's vendor base and be held accountable for cost of goods targets, maintaining appropriate inventory levels and for building and maintaining a profitable and attractive product line. This role reports to the Director of Product Management and works closely with Marketing and Sales to develop tools and products that meet the needs of our distributor and end user customers.

You will be responsible for product selection, vendor negotiations, product line profitability and product line merchandising. Specific responsibilities include:

- Product selection for the Electrical Safety category.
- Continuous product line rationalization.
- Manage and maintain all regulatory compliance documents and certifications.
- Interface regularly with Logistics to ensure sufficient product supply.
- Develop and communicate product related information to internal Customer Service team and external stakeholders.
- Train inside and outside salesforce.
- Maintain exceptional supplier relations.
- Oversee creation of marketing collateral to ensure it accurately reflects the current product offering.

Experience/qualifications:

- Bachelor's degree in Business or Technical discipline.
- Minimum 3 years' experience in industrial products.
- Basic understanding of OSHA regulations relating to electrical safety and industry regulations and standards such as ANSI and/or NFPA.
- Proven project management and organizational skills.
- Strong verbal and written communication and presentation skills.
- Analytical with strong problem solving skills with a practical/business oriented approach.
- Ability to build relationships, both internally and with suppliers.
- Excellent organizational and planning skills.
- Ability to set goals, prepare schedules and meet deadlines.
- Analytic thinker with ability to structure data, interpret data and produce actionable plans.
- Advanced level computer skills in word processing, spreadsheets, and presentations.
- Strong follow-through with high attention to detail.
- Ability to multi-task and set priorities, meet deadlines and maintain a flexible schedule in a fast paced work environment.
- Available to travel to trade shows and key customer events.

Protective Industrial Products is an Equal Opportunity Employer. If you are qualified and interested in applying for this position, please submit your resume and salary requirements to: HR@pipusa.com.