



Job Posting

Director of Product Management

WireXpress is a \$100 million re-distributor of wire and cable, data communications, security, audio video, wireless, industrial controls and related support products. We are owned by an \$8 billion Fortune 500 company with \$1 billion of inventory but are separately managed and we sell exclusively to distributors. We help our distribution customers grow their business by giving them access to brands, inventory, costs and / or technical expertise they might not have access to.

We are seeking an entry level Director of Product Management to oversee the execution of product and supplier strategies. The successful candidate will take on an ownership approach to driving sales and margin. The scope of this would include but is not limited to supplier programs and relationships, product marketing strategies and customer promotions. Historically WireXpress leveraged resources of our parent company but with our continued growth we need to build our own centers of excellence. The ideal candidate would have a strong independent work ethic, show initiative, be a self starter with strong problem solving skills and execute initiatives in a timely manner.

Responsibilities:

- Establish relationships with our key suppliers and develop growth strategies
- Develop a roadmap and go-to-market strategies for our broad product portfolio
- Develop programs to address vertical market opportunities
- Create and implement a program that benefits customers, increases demand and drives loyalty
- Develop sales and customer promotions
- Communicate effectively internally and externally
- Manage supplier co-op funds
- Monitor and report key performance metrics to senior management

Requirements:

- Strong background in the commercial and industrial market
- Strong working knowledge in data communications, wire and cable and / or electrical products management
- Strong supplier relationships within any of these markets
- Bachelors degree or equivalent
- Minimum of 5 years experience in sales, marketing or business management roles
- Must be self motivated with a strong sense of urgency
- Analytical and detail oriented
- Excellent written and verbal communications / presentation skills
- Willingness to travel 25%
- Aspirations for career advancement

Contact:

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WireXpress is an Equal Opportunity and Affirmative Action Employer; Minority / Female / Disabled / Veteran. We require all of our employees to perform work in an ethical manner and uphold a culture of honesty and ethics at all times.