

Product Manager (m/f) AKG of America, Inc., Mebane, NC

Tradition and Innovation

Since 1919 the AKG Group is a specialist in the field of heat transfer. Our group of companies is financially sound, innovative and expanding. With about 2,800 employees at 12 locations in Europe, the Americas and Asia we develop and produce heat exchangers for a multitude of application areas and branches.

AKG of America, Inc., located in **Mebane, North Carolina**, is the main sales company of our US group and responsible for the development and sales of our tailor made heat exchangers, esp. for construction, forestry, agriculture, on-highway, compressor, material handling, industrial, off highway, and mining markets.

Tasks and Responsibilities

- Provide key information to sales team to increase market share of assigned product lines.
- Assist sales team with product knowledge and technical information that is beyond the scope of the sales function
- Oversee market research and analysis to determine regional and global market potential for standard products
- Identify target markets and customers for standard products
- Identify and prioritize customer needs for long-term profitability of the product lines
- Liaison between sales team and product development engineers to guide designs toward prioritized attributes
- Develop marketing strategy for standard products
- Liaison between AKG production, engineering, and sales to ensure universal understanding of standard product objectives
- **Reports to:** Director of Marketing & Business Development

Job Qualifications

- Expert technical knowledge in full utilization of information management
- Excellent communication abilities, including outstanding written, articulation and listening skills
- Highly adept at strategic schedule and calendar management
- Experienced and creative problem solver
- Strong relationship management experience and skill
- Exceptional organizational skills with close attention to detail
- Strong technical skills, expert-level knowledge of Microsoft Office suite



- Strong ability to prioritize and make independent decisions regarding the priorities; ability to apply and provide context, giving direction with strong understanding of the big picture
- Commitment to the AKG's Corporate Principles
- BS in Business, Marketing, Engineering or extensive experience in heat exchangers along with deep knowledge of the US industrial equipment market preferred
- Moderate or better understanding of a variety of heat exchanger applications
- Four to eight years of experience in Engineering, Sales, and Manufacturing practices preferred
- Effective verbal and written communications skills with proven ability to organize complex technical data in a format for management and other departments to understand
- Experience leading multi-disciplinary teams

Starting Date: As available

Application to:

AKG North America, Inc.
Manager, Talent and Recruiting
7315 Oakwood Street Extension,
Mebane, NC 27302-0370, USA

E-Mail: HR@akg-america.com

