



**Position Title:** Product Manager – Industrial Electrical  
**Position Reports To:** President  
**Department:** Marketing  
**Location:** Mississauga

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**Primary Activities/Duties:**

- Manage defined products throughout the product lifecycle from product introduction to product phase out.
- Specific product focus on industrial enclosure solutions, climate control products, power distribution systems, Rittal automation systems and value chain solution
- Support and develop technical application solutions for end customers
- Develop and update marketing strategy that meets defined product sales and profit goals.
- Continually analyze market needs/trends as they relate to the product and competitors. Select and design market research in support of domestic market activity. Communicate to management results along with recommended actions.
- Provide detailed forecast of product sales and margins.
- Develop and maintain defined product pricing/profitability models that aid in strategic decision-making.
- Provide product marketing management support; conduct application training and development to field sales force.
- Travel with field sales force to customer and industrial key accounts.
- Work in conjunction with Marketing Communications to develop promotional plan and tools.
- Work with Sales and Inventory Management to establish appropriate inventory levels.
- Liaison to industrial product management in corporate headquarters.
- Work with external third parties to assess partnerships and licensing opportunities.
- Other duties as assigned.

**Requirements:**

- Work in a fast paced environment, adapt to assignment changes easily, ability to manage several projects concurrently, learn office procedures and learn to use new software.
- Must be detailed oriented; communicate effectively via oral and written and have the ability to work independently as well as in a team environment.
- Experience in the electrical industry preferred.
- Knowledge of power distribution, motor control & drives would be an asset.
- AutoCAD experience would be an asset

**Safety Requirements:**

Wear safety-toed footwear, safety glasses with side shields, hearing protection and additional personal protective equipment where required.

**Direction & Decision Making:**

Complete directives given either verbally or written, make and assist in determining logical decisions.

**Knowledge & Experience:**

Bachelors of Sciences in Electrical Engineering, along with two to three years of experience in a product management role. Must be proficient with Microsoft Office programs including Excel, PowerPoint and Access.

**Work Environment:**

Must work in both office and plant floor environment. Ability to travel as necessary by air or ground.

**Benefits:**

- Rittal has been certified as a Great Place to Work since 2014
- Rittal is a market leader in its industry and is rapidly expanding in the Canadian Market
- Competitive salary and group benefit plan
- Company matched savings plan
- Opportunities for advancement

*Rittal is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.*

For more information, please contact [marketing@rittal.ca](mailto:marketing@rittal.ca) or visit [www.rittal.ca](http://www.rittal.ca)