



# *U.S. Cargo Systems*

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Title: **Product Manager**

Reports to: **Business Unit Manager**

## **Summary of Position:**

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Responsible for business results (for more than one product line) including product launch and commercialization, new business generation, proposal preparation, bookings (orders), profit and Loss accountability. This role will also include developing and maintaining customer relationships, contributing to the yearly business plan and operating activities. The end goal is to provide exceptional customer service and ensure all business objectives are met.

In the Product Manager role you will work with cross-disciplinary teams including engineering, design, procurement, operations, finance and customers to implement growth initiatives, as well as execute successful new product launches and production ramp up.

Keys to success in this role include a proven ability to lead products to market, strong business acumen, an entrepreneurial drive and an innovative mindset.

## **Duties and Responsibilities:**

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- Create and manage product schedules to support the customer delivery needs and to ensure internal revenue goals are met
- Focus on details of value creation, i.e; value based pricing, continual cost improvement, identifying profitable new business opportunities and market analysis
- Manage revenue growth of the Business Unit: advocate for cross-functional growth initiatives, manage pricing, and lead the commercialization of new products and product enhancements
- Analyze Business Unit performance, including revenue, profitability, volume, price, and quality; convert analysis into insights, actions and a strategy
- Ensure that all program objectives meet or exceed contractual obligations
- Actively participate in the planning and execution of voice of the customer research to ensure short and long-term commercial success of the Business Unit to capture and prioritize key customer needs/wants for future products
- Contribute to effectiveness by identifying short-term and long-range issues that must be addressed; providing information and commentary pertinent to the issues; recommending options and courses of action; implementing directives.
- Develop forecasts for the product line and key new products; leads cross-functional problem solving when performance is not meeting targets
- Grow the Business Unit by reviewing product specifications and requirements; appraising new product ideas and/or product changes



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- Determine and implement strategic and/or tactical plans to win profitable new business
- Prepare cost estimates by studying technical documents, data, and related customer documents; consulting with engineers and other professional and technical personnel.
- Provide weekly and monthly bookings and sales reports to management
- Enhance department and organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value
- Manage a small team of direct reports to accomplish the execution of the yearly business plan
- Represent US Cargo Systems at trade shows, conventions and seminars to maintain customer contact, increase brand exposure, and publicize new products and services.
- Travel will be global and include OEM meetings, supplier meetings, sales events such as trade shows, customer site visits and corporate meetings
- Travel requirements will be approximately 10-20%

## **Qualifications:**

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- 4 year college degree (technical degree preferred but not essential) or related experience
- 5 years minimum related experience
- Program / Product Management experience
- Experience with increasing responsibilities
- Broad business knowledge preferred: sales, engineering, finance and operations
- Aerospace or Industrial experience preferred
- Ability to drive results from current and prior positions

## **Skill Set Required:**

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- Leadership abilities
- Understanding of the details of creating real value
- Good business sense/judgment
- Critical thinking and problem solving
- Action oriented
- Strong communication skills (verbal and written)
- Open and honest communication. No politicians need apply.
- Take ownership for their performance and for their team's performance
- Results oriented
- Manage and prioritize multiple programs to maximize value creation



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## **About US Cargo Systems**

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Telair US Cargo Systems, formerly known as AAR Cargo Systems, is a worldwide leader in the design and development of Cargo Handling and Aerial Delivery Systems. We are proud of our 50+ year heritage serving countless commercial and military aircraft customers with leading edge technologies. Our sales and engineering teams have worked directly with nearly all Aircraft OEM's as a Tier 1 supplier, as well as with major freight integrators. We have provided systems for over 40 different aircraft types, including main deck cargo handling systems for the MD-11, 747, 767, A300, A310, and numerous regional transport aircraft. In addition to world class conveyance, guide and restraint solutions, Telair US Cargo Systems has developed Aerial Delivery and Cargo Logistics Systems for several different military aircraft including the A400M, C-130, C-27J, C-2, CH-47, S-92 and AW-101. Whether the need is for smart, lightweight and robust cargo handling or flight critical complex systems, we have field proven solutions.