

Job Description

Title: Associate Product Manager

Location: Sto Americas Headquarters, Atlanta, GA 30331

Reports to: Product Manager

Purpose:

Sto Corp. (Sto), a global innovation leader of façade insulation (EIFS) and high performance coatings, is seeking an Associate Product Manager. The ideal candidate will assist the Product Manager in product category planning, strategy development, and implementation throughout a product's lifecycle. This includes gathering customer requirements, analysis, pricing, product development, product launch and post-launch.

Essential Duties & Responsibilities (includes, but not limited to):

- Collect and analyze sales data by product category and by customer
- Conduct market research and compile information for trend analysis in relevant product categories
- Collaborate with Marketing in developing collateral and tools such as brochures, product samples, videos, email blasts and digital marketing campaigns
- Manage product development process from the inception to the post-launch, ensuring the process in system is executed as designed
- Product Management support:
 - Collaborate with key stakeholders in sales, marketing, operations, finance and customer service to ensure superior performance and growth for the entire product portfolio
 - Establish ongoing expertise with respect to the market segment, industry, and competition
 - SKU management: provide recommendations for new product additions and product deletions
- Perform other duties as assigned

Knowledge/Skills/Abilities:

- Bachelor of Science degree in Marketing, Business or related field. Candidates pursuing degree or with additional experience in product management, project management or related fields will be considered

- 1 – 4 years successful sales and product marketing experience or previous experience shows the use of skills necessary to execute this position successfully
- Additional language skills would be an asset
- Understanding of the financial components of product and marketing management, including product profit contributions (cost, pricing, mix), P&L statements, budgets and other financial metrics
- Strong leadership skills and ability to thrive in results-oriented environment
- An affinity for current digital technologies is essential
- Ability to define problems, gather data, establish facts, and draw valid conclusions
- Strong knowledge and proficiency in data software: Microsoft Office Suite (required), CRM (preferably Salesforce.com), SAP (preferred)
- Excellent oral and written communication skills and strategic listening skills are necessary to effectively exercise tact, discretion, judgment and diplomacy when interacting and/or negotiating with all levels of internal and external customers
- Strong organizational skills - attention to detail and self-motivator - willing to take the initiative
- Creative innovator with entrepreneurial spirit
- Ability to travel independently, as needed (25% or more)
- Active, lifelong learner mentality

To Apply:

Submit your resume and cover letter to Jobs@StoCorp.com. Job ID: APM