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Title: Product Manager

Department: Marketing Division – Somerset, NJ

Reports to: V.P. of Sales & Marketing – Somerset, NJ

Company Overview

Mundo Illumination is a leader in uniquely offering solid state white lighting technology for the architectural lighting market and is committed to simplifying the LED experience. Based on a global platform of white light simplicity the company offers advanced digital lighting technology and sells its products through its commercial partners. Mundo Illumination believes that Innovation applies to all aspects of products and services, impacting the entire life cycle of the product, all processes and interaction with customers. The Company is headquartered in New Jersey, and is an affiliate of the MCI Group, with offices in Europe, China and the Middle-East.

Responsibilities

Executes our white LED architectural lighting product line plan consistent with the strategic business plans for Mundo Illumination. Manage portfolio and prepare products for commercialization. Communicates and executes product plans throughout organization and collaborates with resources of manufacturing, customer supply chain. Interfaces with external supply base to deliver a buy-for-resale portfolio. In conjunction with the VP of Marketing ensures timely and smooth market introduction. May participate in presentations and prepare product configurations tailored to specific customers' needs.

- Maintains product files for completeness and accuracy. Coordinates with engineering, manufacturing, and customers to assure maximum control of introductions, changes or deletions to the product file.
- Collaborates with Administration Manager to manage the process as it relates to product to ensure integrity of product data and timely execution of additions and deletions. Provides input for pricing decisions on excess and obsolete inventory or de-listment of product.
- Working with the VP of Marketing develops the product line based on profitability and strategic fit; provides the product portion of business review analysis. Ensures communication of promotional plans to the supply chain organization.
- Implements product and production operational plans to maximize product line results and profitability. Monitors factory and supply performance for service levels, efficiencies and product quality. Identifies and implements cost improvement programs. Recommends and monitors plan for the shipment of new products.
- Provides analysis and recommendations on issues such as capacity, sourcing and plans to prevent product shortages, excess inventory, cost, manufacturing location, make vs. buy, etc.
- Responsible for updating competitive product information on a regular basis. Conducts ongoing competitive technical product analyses, identifies areas of advantages and weaknesses. Initiates and assists in the set up of technical product testing to assess performance characteristics. Collaborates with manufacturing, and OEMs to identify systems that work with our products.
- Provides technical information for collateral materials, including packaging, sales materials, etc., and reviews collateral materials to ensure accuracy of technical information and reference. Participates in planning and developing product packaging to ensure ability to efficiently manufacture product and deliver effective product protection and appearance.



- Monitors legal, government & regulatory issues pertaining to product performance and identifies risks.
- Collaborates with VP of Marketing to provide input to the product roadmaps that allocate global product development resources. In the new product process, participates in the production scale-up planning, monitors progress, and recommends corrective actions.
- In support of sales, may participate in product presentations, meetings, and preparation of complete product line programs or configurations tailored to customer's needs. Provides product information to assist in planning of product exhibits and shows. May attend key shows to share and gather information.
- Perform other duties as assigned.

Essential Skills and Knowledge

- Start-up nature of Mundo Illumination will require flexibility & entrepreneurialism while leveraging existing support infrastructure available within the team and suppliers.
- The ability and confidence to communicate effectively both verbally and in writing
- Possess good interpersonal skills, e.g. tact, sensitivity, ability to listen, to be assertive at times.
- Ability to work to deadlines and targets can prioritize tasks under pressure.
- The ability to work quickly, flexibly, effectively and positively to requests made at short notice.
- Flexible and adaptable, comfortable with a range of tasks in a fast dynamic start-up environment
- Pro-active, ability to work under own initiative without direction
- The ability to prioritize and organize own workload in an effective and accurate manner, whilst working within broad guidelines.
- Reliable and trustworthy

Requirements

- An engineering degree
- Knowledge of DMX interfaces and control equipment an advantage
- Two to three years of knowledge and Experience within the lighting market
- Experience with LED lighting products

This is a fantastic opportunity to join our growing company, which offers a great work-life balance and open-door environment. Interested candidates should email their resume and salary requirements to contact@modoillumination.com. No phone calls please.

