



## **GLOBAL PRODUCT MANAGER – SOFTWARE SOLUTIONS**

Air Techniques International (ATI), a division of Hamilton Associates, Inc., is the leading designer and manufacturer of air quality testing and monitoring products and services that fulfill our purpose of Protecting *People, Products, and Critical Infrastructure*. We serve markets that include biopharmaceutical manufacturing (cleanroom production), nuclear energy production, industrial hygiene, and military and counterterrorism applications including respirator mask testing and airborne bio-surveillance. We are the market leader in our more mature product lines, and we are a new entrant to some exciting new markets to be developed. Our business has global reach, with more than half of our sales outside the United States. But we are still a small company (about 40 employees) with significant room for growth and numerous opportunities for business expansion.

For additional information about our Company and our product lines, please visit [www.atitest.com](http://www.atitest.com).

### **POSITION OVERVIEW**

We are in the early days of building and executing an ambitious growth strategy that involves strengthening our core business in filter leak detection testing while broadening our product lines and technology portfolio, and creating new markets, that will protect People, Products & Critical Infrastructure against CBRNe terrorist attacks. While the importance of the Product Management role is well-understood by the ATI leadership team, the role is new for the organization, and viewed as a key strategic hire. In addition to this position, ATI is also recruiting a Global Product Manager – Instrumentation, as well as expanding our engineering team. You will be technically strong and build out the Product's Book of Knowledge. We are looking for Product Managers well-versed in stage-gate new product development process and who have taken numerous products from ideation to launch, with a strong focus on the product or service's value proposition. We need someone who has end-to-end experience from ideation through launch of a new product or service platform.

ATI is still a small company, so this person must be agile, willing to “roll up its sleeves” and get things done, while providing sound product technical and commercial leadership.

Key responsibilities include:

- Product Portfolio Management – You will have pro-forma P&L responsibilities, define market & product requirements for new products, define product roadmap, manage new product launches/introduction, product pricing and positioning, and overall product lifecycle management.
- Market and Application Development – Strategic understanding and insights into the company's target markets, competitive landscape, customer buying behaviors, regional dynamics, adjacent growth opportunities, etc.
- New Product Development Leadership – As we build out our organization, we recognize the need to have strong leaders who have experience leading cross-functional stage-gate NPD projects. You will be

asked to lead some NPD projects. As we are defining new architecture and developing product platforms, you will need experience in both waterfall and agile methodologies.

- Thought Leadership – Identify opportunities to educate our customers and markets about our solutions and how they deliver value that may include technical or competitive tests, white papers, application guides, and application-specific ROI calculators.

Specific key initiatives include:

- Develop the system architecture, software products, API's/SDKs and apps to support growth in the Chem-Bio Protection System business that we have just entered. Prepare and execute launch of new products under development when they become available. Help define other new products to add to the lineup.
- Prepare and execute the launch of new products in the traditional business lines.
- Develop Product Management best practices.
- Provide technical content to build out the Product's Book of Knowledge. Specify content needed for a new product use, application, best practices and support on line tools in the early stages of development.

## **JOB QUALIFICATIONS & REQUIREMENTS**

Well-qualified candidates will possess the following, skills, experience and traits:

- Bachelor's degree from an accredited university. MBA preferred.
- Minimum of 7 years Product Management experience, with demonstrated success generating launching new products and capturing market share.
- Experience leading NPD development projects over \$1M with 2+ years project management experience with both waterfall and agile methodologies. PMP preferred, but not required.
- Demonstrated experience using data to identify opportunities and quantify value propositions.
- Technical experience with building automation systems, alarm management systems, security, and/or industrial controls.
- Technical acumen required to understand the company's products, markets, and applications. Prefer experience in one or more of ATI's target markets, but not a deal killer.
- Clear understanding of the intersection between user needs, technology requirements, and business goals.
- A demonstrated ability to incorporate the User Experience (UX) in new product development. A proven track record of capturing and communicating end-to-end customer experiences, interaction models, user flows, and user interface requirements.
- Subject matter expertise in disciplines such as quantifying value propositions, stage-gate new product development, product positioning, new product introduction, new market development, competitive analysis, etc.
- Experience with strategy deployment / policy deployment / Hoshin preferred.
- Conscientious, with a high level of attention to detail.
- Excellent communication and presentation skills.

- Excellent project management skills – ability to break down a major initiative into tasks and drive execution to schedule and budget, and in a manner that engages the team members.
- Proven business leader; comfortable working under minimal supervision and able to execute and improve on the direction and objectives agreed with the President and senior leadership.
- Leads by example and with humility. High EQ. Engages with colleagues and customers positively and collaboratively, seeking out and being open to feedback from all directions and sources. Loves learning and personal improvement.
- Solves problems (doesn't just observe them), and is driven to continually improve the company's position and strategic growth efforts.
- Seeks data and fact-based decision making.
- A sense of humor. (The work is demanding and rewarding, but we like to have fun, too).
- Ability to travel as required, meeting with customers and distributors to develop a deep understanding of the business, visit branch offices, attend shows and conferences, etc. Both domestic and international travel is required, sometimes involving weekends.

### **COMPENSATION & BENEFITS**

We offer an attractive compensation package in addition to a comprehensive benefits program including health insurance, 401(k) plan with matching and profit sharing, generous paid time-off (PTO) policy, life and disability coverage, plus much more!

### **CONTACT US**

If you are a driven, results-oriented individual seeking an opportunity to play a key role in the continuing growth of a reputable organization, please forward your resume, in WORD or PDF format, along with your salary history/requirements, to us for immediate consideration.

**We are an Equal Employment Opportunity (EEO) employer.**

*Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status.*

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