



Product Manager--Seals

Basic Responsibilities

Ashcroft Inc. has an opening for a Diaphragm Seal Product Manager to provide technical, marketing and sales support in North America, with the critical goal of maximizing growth and profitability for this product line. In this role, the successful candidate will recommend and substantiate technically sound, competitive and marketable product line additions; review current product offerings and recommend rationalization of old designs and low activity items; achieve margin and profit objectives by managing cost and performance improvements for existing products; and coordinate international development and marketing efforts.

Educational Requirements, Experience, Specialized Knowledge and Skills

Bachelor of Science Degree in Mechanical Engineering or other technical area, or equivalent combination of education and experience;

Four plus years of field sales, technical sales support, customer service or product marketing experience in a related field;

Comprehensive knowledge of sales and marketing principles;

Knowledge of seal product lines, competition and applications in major markets;

Familiarity with marketing/selling through direct sales and distributor channels;

Familiarity with long and short range profit planning;

Strong verbal and written communication skills;

Organized, disciplined planning skills;

Ability to effectively communicate across all levels within the organization, as well as with customers; and

Basic mechanical engineering knowledge.

Ashcroft Inc., a division of Nagano-Keiki Co., Ltd., manufactures gauges, thermometers, switches, transducers, transmitters, calibration equipment, isolators and diaphragm seals for pressure and temperature measurement, monitoring and control. Headquartered in Stratford, Connecticut, the company also has operations in Brazil, China, Germany, Canada, Mexico and Singapore with joint ventures in Saudi Arabia, India and Venezuela. Nagano Keiki Co., Ltd. is the leading Japanese manufacturer of pressure gauges, regulators, transducers, digital pressure gauges and power supplies. Listed on the Tokyo Stock Exchange, the company is headquartered in Tokyo, Japan.

Ashcroft Inc. is an equal opportunity employer, M/F/D/V.