

CYTEC ENGINEERED MATERIALS - 1708-S3
Product Manager – NAPR PRIM (North America/Pacific Rim- Preform & Resin Infusion Materials)
Location: (Tempe, AZ or Anaheim, CA)

Cytec Industries (Headquarters - NJ, www.cytec.com) is a 6,000 employee, \$1.4 billion dollar multinational chemical company. Formerly a division of American Cyanamid, a \$5 billion dollar pharmaceutical/agricultural company, Cytec spun off to assume their own identity in 1993. They have multiple manufacturing locations (25) worldwide along with various joint ventures. They produce a wide variety of specialty and building block chemicals serving a broad group of end users including aerospace, plastics, coatings, mining, paper, water treatment and automotive industries.

Cytec Engineered Materials formerly Cytec-Fiberite is the consolidation of two global leaders in advanced materials supplying primarily to the global aerospace industry. Cytec Engineered Materials has 1,300 employees with 8 manufacturing plants. Cytec Engineered Materials is headquartered in Tempe, Arizona. They have facilities located in Winona, MN- Havre de Grace, MD - Greenville, TX - Orange County and Anaheim, CA - Rock Hill, SC - Greenville, SC - Wrexham, Wales and Oestringen, Germany.

Cytec Engineered Materials (CEM) is looking for a **Product Manager** to work at either their **Tempe, AZ** or **Anaheim, CA** location. This Business Unit is a leading high performance material supplier of composite products for aerospace, recreational and industrial applications. CEM is recognized as the key material supplier to the Military, for F-22, F-18E/F, C-17 and future Joint Strike Fighter Program, supports numerous Satellite and Space Station Programs, does about 30% of its business in the commercial aerospace market, Boeing. (Main Customer.) Cytec utilizes technology based manufacturing processes and a passion for continuous improvement efforts using Lean and Six Sigma tools.

The ideal candidate will report to the Preform and Resin Infusion Materials (PRIM) Business Manager and work with the PRIM team and North American and Pacific Rim (NAPR) sales and program management teams. This position will be responsible for all front-end aspects of CEM's NAPR PRIM Business including the development and execution of integrating marketing plans. This includes full responsibility for growing the revenues and profitability of the NAPR PRIM business to plan, lead commercial activities including business plan development and ownership, product line sales forecast, market, competitive, and technical research efforts. Full responsibility for all reporting and analysis of product line P&L, sales, individual product profitability, inventory, lead times and product segmentation.

This position will act as a clear service provider to the NAPR (North America/Pacific Rim) commercial groups by leading the development and implementation of costing models, the creation of pricing recommendations and guidelines. This includes the positioning of strategic quotations, and the resolution of major customer and technical issues, supporting sales with project opportunity filtering, selling strategy development and contract negotiation. Support the expansion of a world-class PRIM product portfolio including all strategic direction for research and product development team efforts in support of NAPR customer needs. Support and/or lead the creation of product marketing plans and strategies, lead and execute promotional plans, internal and external product training, data sheet and selling tool creation, trade show promotions, and publication editorial plans. Communicate PRIM growth projections and manufacturing needs and pursue cost reduction/containment strategies with the North American Operations Director.

Travel: 25- 30%

SPECIFICATIONS:

- Minimum 7 years of product management, marketing, or related business experience.
- Aerospace experience is mandatory – preferably in material science, composites, resins, or advanced textile business.
- Strong knowledge of carbon composite reinforcement and textile technologies.
- Demonstrated experience generating and implementing business and marketing plans.
- A proven track record of successful P&L leadership demonstrating revenue and profit growth.
- Experience working in a matrix organization managing indirect reports through influencing, team building, and project management skills.
- Experience with business planning processes and related tools.
- Experience in new product development
- Strong communication and written skills.
- Financial acumen – budget creation and management skills.
- Strong Project Management skills (Able to work in a matrix environment).
- Experience building strong long-term relationships at high levels within key customers.
- Customer focused with strong presentation skills.
- BS Degree is mandatory- MBA is strongly preferred (Technical degree preferred).

SALARY: \$60-\$90K, plus a Target Bonus (based on company and personal performance)

BENEFITS: Company offers a cafeteria-style benefits package. HMO, or Network plans, 2 Dental and a Vision Plan, Basic Life Insurance, Short Term Disability and 401K, etc. Will provide relocation package for the ideal candidate.