



KEMET is a leading global company with an excellent reputation in the capacitor industry. Our goal is to be The Electronic Components Company; this means we will be a complete solution provider, and the first company our customers would call to develop, manufacture and market innovative solutions that meet and exceed their needs and expectations.

**We want to attract individuals with a global mindset who are innovative thinkers and who have a passion for performance excellence. We are looking for self-motivated, proactive individuals with a good sense of professional responsibility and work ethics for the position:**

### **Product Manager MSA (Magnetic, Sensors and Actuators)**

**Description: Develops and implements strategic plans for MSABG to meet business goals as well as working with Sales, FAE and Engineers at factory to develop new and on-going business.**

#### ***Job Responsibilities:***

- Develop and implements strategic plans to grow MSA business as well as working with Sales, factory and other departments to develop new and grow ongoing business;
- Lead design-in activities with sales / FAEs / distributors to promote MSA products for customers in EMEA;
- Utilizes knowledge of product specifications and market conditions to support sales; provides product information by using presentation, samples and / or web;
- Works strategically in conjunction with engineers, factories, sales and other internal departments to develop product/market strategies in order to promote MSA products;
- Define requirements from targeted customer or market including the reference design;
- Train sales and distributors thru on-site product training or web training;
- Lead new product introduction with coordinating across organizational functions to get into smoothly;
- Insure proposed new product line-up meet technical and business demand of and provide value differentiation;
- Performs pricing and competitive product analysis by customer/market and recommends strategies to improve market position, quality or costs;
- Provides quotations of MSA products for expanding long tail business using Jetstream or email;
- Establishes and maintains relationships with engineers at potential customers;
- Develops and/or maintains product database with product specifications;
- Keeps current on market conditions and trends in order to provide appropriate strategic guidance to management;
- Assume responsibility for NBO, Sales revenue and profitability on MSA products;
- Maintain ownership for insuring that product lines meet customer's target;
- At least 1 week of travel per month in EMEA required.



***Skills and Knowledge Required:***

- Outstanding English written and verbal communication skills with knowledge of AP style;
- Outstanding presentation skills;
- Technical marketing/engineering experience in the passive electronic component industry.

***Education and Experience:***

- Bachelor's degree in Electrical Engineering, Marketing, or related technical field;
- 7+ years of product/industry experience in design-in, technical sales marketing, and/or sales, or equivalent combination of education and experience;
- Well versed in component level design & application including familiarity with standard concepts, practices and procedures within the field;
- Ability to effectively and professionally communicate and present information internally and externally;
- Proficient computer skills –Microsoft Word, Excel, PowerPoint & Outlook;
- Strong team player with solid interpersonal skills;
- Proven project management skills with ability to organize and manage multiple customers and priorities;
- Must perform each essential duty satisfactorily to perform this job successfully.

We never discriminate on the basis of race, color, age, gender, sexual orientation, gender identity and expression, ethnicity or national origin, disability, pregnancy, religion, political affiliation, union membership, covered veteran status, protected genetic information, or marital status in making hiring and employment decisions regarding wages, promotions, rewards, and access to training.

If you are interested in the position responsibilities and you are confident with required qualifications and skills, please send your application (**CV and Cover Letter**) to: [macedoniacv@kemet.com](mailto:macedoniacv@kemet.com) with subject line **Product Manager MSA / your name and surname** by **February 12<sup>th</sup> 2020**.

Only shortlisted candidates will be contacted.

The job applications will be kept in our database for one year.