



SOPREMA is looking for a Product Manager for our Sopranature product line. This position will be located at our corporate office in Wadsworth, Ohio and will be responsible for the product management and new product realization for vegetated roof assembly components, blue roof components, as well as an overburden items such as pavers and pedestals and XPS insulation. Additionally, provide technical and sales support to the Sopranature Representatives, and SOPREMA sales team members which will include project reviews and narratives, preparing internal quantity estimates, sales quotes, etc. Provide day to day support and communicate with Customer Service, Purchasing and Marketing departments.

Market Opportunities: The Sopranature Product Manager is responsible for identifying new sales opportunities with existing clients as well as prospects.

Develop market support strategies and coordinate with local Sopranature Representative and Regional teams accordingly. Document customer and potential customer information in the IT systems that are available.

Sales Support: Provide sales support to the Sopranature Representatives and SOPREMA Sales team members to include but not limited to project management and scope review which will include download, review and analyze drawings and specifications, and prepare a narrative to include:

- Brief description of scope, i.e.
- Main Plaza Deck, 20K sf intensive and hardscape
- 4th Floor Terrace, 6K sf extensive trays and hardscape
- Specification analysis and summary of all relevant items in Divisions 7 and 32
- Manufacturer/Product basis of design
- Performance requirements, i.e. storm water metrics, % vegetative coverage, etc.
- Warranty requirements
- Material takeoffs and price estimates including freight, various packaging and VE options, etc.
- Warranty pricing: menu format
- Prepare submittal packages, both electronic and hard copy/samples as needed

For projects in Design Development or Construction Document phases, and general business development:

- Create or modify details as needed
- Create and edit guide specs as needed
- Create or edit existing conceptual drawings, renderings, diagrams, etc. for Rep to use in presentations, meetings, etc. with specifiers, contractors and owners

Other:

- Assist in material and freight quotes for miscellaneous sales opportunities
- Prepare warranty/maintenance contract packages
- Maintenance protocol specific to project
- Mark up project drawings to define areas of responsibility, specific photo requirements, etc
- Work with Sales, Purchasing, and Customer Service to facilitate streamlined quoting and opportunity tracking
- Work with Sales, Vendors, and Marketing to facilitate creation of technical brochures, project profiles, presentations, installation guides, etc
- Work with Sales, Technical Services, Vendors, etc., to refine, add value, and clarify warranty offerings
- Work with QA, R & D, Technical Services, and others to update testing and documentation of all existing products as needed and coordinate testing, documentation, etc. of new products
- Be conversant in and keep on top of regulatory issues with regard to Stormwater, Building Codes, LEED, OSHA/Site Safety, and other aspects of our business. As needed, coordinate and facilitate product refinements, documentation etc. to keep SOPRANATURE current

Technical Structure: Responsible for communication with the Technical Service Representatives as well as the Technical Support department relative to product or system issues and/or the development of products or systems to meet the industry needs.

Minimum Qualifications / Experience:

- 4 Year degree in Landscape Architecture or Design, Civil Engineering or a related field
- Extensive knowledge with a minimum of 5 years' experience in the, Landscape Architecture, Architecture, Horticulture or Civil Engineering fields
- Excellent CAD, Adobe CS and Sketchup Skills
- Good understanding of manufacturing and distribution methods
- Excellent interpersonal and communication skills
- Strong leadership, coaching and team building skills
- Executive level presentation, selling and negotiating skills
- Excellent listening and questioning skills
- Resourceful, flexible and adaptive
- Ability to work outside of the box (flexibility)
- Excellent organizational and project management skills
- Excellent time management

Qualified candidates can apply online at WWW.SOPREMA.US