



# GROEBNER

POWERED BY EXPERIENCE

## Product Manager- Measurement Resources

**Primary Location: Home Office; Travel to branch locations as needed**

**Reports to: Manager- Measurement Resources**

### Description:

A leader in the natural gas industry since 1976, GROEBNER is a distributor and manufacturers' representative focused on natural gas companies and contractors within the U.S. Now third generation led, we are proud to be family owned and operated for more than 45 years. Team GROEBNER has more than 650 years of combined industry experience and focuses every day on providing safe, reliable products, training, and services to our customers in support of their ever-changing needs.

### Summary:

This position will be responsible for managing Measurement Product Sales for GROEBNER and supporting all divisions of GROEBNER in both technical and sales efforts. The Measurement Resources Product Manager will develop new sales programs to promote new sales and growth opportunities as well as increase sales in new and emerging products. This is a customer facing position to establish, maintain, and nurture customer relationships. Travel will also be required to build relationships with both our customers and suppliers, primarily covering territory in Wisconsin, Illinois, Indiana, and Michigan, with the potential for additional states.

### Measurement Resources Responsibilities:

- Lead development and coordination of measurement related product lines and services
- Collaborate with GROEBNER sales force to prioritize goals and opportunities
- Provide training sessions for our customers and sales force on measurement products and services
- Act as key point of contact with vendors for measurement related products
- Collaborate with EVP and sales team to establish and recommend sales strategies and services
- Develop and implement marketing plans and strategies to support and grow business
- Prioritize opportunities within the products that we represent to realize the largest positive returns possible
- Analyze opportunities for further related product lines and services to ensure a fit within GROEBNER
- Create profitability and sales reports and leverage reports to strategize sales activities
- Develop sales forecasts for products of responsibility
- React with high sense of urgency to customer needs as they arise
- Conduct joint sales calls with Territory Managers to show a high level of support to our customers
- Travel up to 50% for customer visits, meetings, and regional/ national trade shows
- Perform other duties as assigned

#### MINNESOTA

21801 Industrial Blvd.  
Rogers, MN 55374

#### ILLINOIS

450 Fenton Lane, Suite 902  
West Chicago, IL 60185

#### KANSAS

19935 West 161<sup>st</sup> St., Suite A  
Olathe, KS 66062

#### TEXAS

5000 Kaltenbrun Rd.  
Fort Worth, TX 76119

**Qualifications:**

- High School Diploma or GED required
- Associate's or Bachelor's degree in related field preferred
- Minimum of three years related experience and/or training required
- Must have a valid driver's license with acceptable driving record
- Must be available to travel up to 50% by vehicle and/or airplane

**Skills:**

- Excellent verbal and written communication skills
- Strong organizational skills
- Strong problem-solving and analytical skills to interpret sales performance and market trends
- Positive mental attitude
- Proficiency in Microsoft Office Suite
- Professional presentation skills

**Abilities:**

- Ability to perform in a professional manner
- Ability to manage multi-functional tasks
- Ability to navigate complex business scenarios
- Ability to speak effectively before groups of customers
- Ability to motivate team members in the organization
- Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals

**Working Environment:**

- Must be able to sit, walk or stand for extended periods
- Must be able to travel for business related matters as they arise
- Must occasionally lift and/or move up to 40-50 pounds

*Note: The above information on this job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job. Duties, responsibilities, and activities may change at any time with or without notice.*