



Charles Industries, Ltd. Position Description

POSITION TITLE: Marine & Industrial Business Unit Director
DEPARTMENT: Marine & Industrial Group
LOCATION: Rolling Meadows, Illinois
REPORTS TO: Chief Operating Officer

PRIMARY FUNCTION

Develop, implement and execute strategic product roadmap for the Marine & Industrial (M&I) Business Unit; responsibilities include specification and justification of future products and managing the life-cycle of existing products. Oversee Business Unit Engineering activities.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Define new product features and functions, industrial design, pricing, cost targets, projected annual sales volume, documentation, packaging, certification, and legal requirements.

Assume Project Management responsibilities for new product development.

Develop and maintain strategic product roadmap: identify new product opportunities that will contribute to profitable growth; research new markets applications.

Direct responsibility for leading M&I Electrical Design Engineering personnel and coordination with Mechanical Engineering.

Work closely with members of the M&I Senior Management Team, including members of Charles Industries' Corporate Management, Marketing, Sales, Manufacturing and Finance Teams.

Identify, prioritize and implement meaningful cost reduction programs.

QUALIFICATIONS & REQUIREMENTS

Bachelor or advanced degree(s) in Electrical and/or Mechanical Engineering is highly desirable. Equivalent degrees in Manufacturing Engineering and/or Business Administration will be considered. MBA or equivalent post-graduate study is strongly desirable.

A minimum of 10 years of demonstrated product and project management experience with responsibilities for AC and DC power products is mandatory. Examples of such experience include battery chargers and power inverters. Manufacturing experience preferred.

Demonstrated leadership ability to achieve results through others.

Strong analytical skills with demonstrated accounting/finance and marketing are required. Must demonstrate an ability to manage complex projects that require analysis of multifaceted data and options.

Solid interpersonal skills that enable an ability to effectively communicate with all levels of the organization.

Demonstrated ability to set clear expectations, delegate and assign responsibility to individuals and/or teams and hold them accountable.