

Market Manager- Closures/Corks

Saxco International is looking for a Market Manager for our Closures/Corks product category. The Market Manager is a business leader for the Closures product segment that caters to the Wine and Beer market segments. The position interfaces with suppliers and understands products to define portfolio. This person should also be capable of understanding/communicating the technical aspects and assist sales people and customers with product selection. This position will be responsible for developing and defining brand management objectives, establishing a business plan and forecast management with sales, evaluate supply options with Supply Chain managers and recommend supply needs to fulfill market demands in sync with associated growth objectives including an annual category market budget.

QUALIFICATIONS are as follows:

1. BS/BA degree, preferably in Marketing and closures technology or related field having to do with the category.
2. Minimum of five to eight years of professional services in category and/or marketing and communications leadership role.
3. Extensive experience in all aspects of developing and maintaining product marketing strategies to meet category objectives.
4. Strong understanding of customer and market dynamics and requirements.
5. Willingness to travel and work with a national team of sales professionals.
6. Thorough understanding of branding principles and tactics through multimedia including the Web.
7. Proven ability to design, develop and implement both strategic programs and supporting tactics in product development.
8. Superior written and verbal communication skills, coupled with highly developed interpersonal skills. Strong managerial skills preferred.
9. Strong project management skills with demonstrated ability to multi-task and set priorities within tight time lines and high client expectations.
10. Ability to quickly grasp complex category technical and business concepts and express them in clear language.
11. Flexible and open to changing priorities and managing multiple tasks simultaneously within compressed time frames.

This is an Exempt, salaried position. After a short probationary period, you will be eligible for medical, dental, vision, life, and AD&D insurances. We have a 401k with employer match, and we offer paid holidays and Paid Time Off. If you wish to be considered for this position, please forward your resume and salary requirements to Human Resources at hr@saxco.com.