



## Junior Product Manager - LED Lighting

Solid Apollo LED, a fast growing LED lighting manufacturer and retailer in Lynnwood is searching for a **Junior Product Manager**. We manufacture and distribute our products worldwide through distributors and also through our internet sales platform. We currently cover many LED lighting markets like architectural, hospitality, residential, and niche lighting markets.

The ideal candidate should have experience in a similar role in the lighting business. Job responsibilities are to be the driving force behind new products brought to market and manage existing ones. Growing our catalog is key and this position plays a huge role in driving growth and success of our business.

### Key Duties and Responsibilities:

- Conduct quantitative and qualitative research in the LED lighting market to identify new product trends.
- Conduct product evaluation and testing to determine product viability to market.
- Work closely with manufacturing and suppliers to bring new products to market.
- Write compelling product descriptions with unique selling points to effectively communicate key product features.
- Write technical documentation with help of design team.
- Work together with e-commerce team to swiftly introduce new products to market in record time.
- Analyze current product range for sales data, pricing, and profitability insights and suggest necessary adjustments and optimizations.
- Execute cost and pricing research and action plans.
- Participate in end customer sales calls.
- Travel required +/-10%.

### What the Successful Candidate will have:

- Bachelor's Degree (Marketing, Business or Engineering).
- 2+ years' work experience in product management.
- Lighting industry background knowledge and experience in LED lighting preferred.
- Passion for lighting and learning new skills.
- Exceptional organizational and analytical skills, including business analysis, forecasting, and competitive analysis, as well as a proven ability to drive complex projects with minimal oversight.
- Excellent PC skills.
- Excellent verbal and written communication including product descriptions.
- Strong action orientation.
- Sense of ownership and pride in your performance and its impact on the company's success.
- Team player, critical thinker and effective problem-solving skills.
- Ability to analyze data and provide evidence-based recommendations.
- Good time-management skills.

### Compensation and Benefits:

- Competitive salary, depending on experience
- Performance incentives
- Paid Vacation
- Share of company profits
- Healthcare compensation

If this job opportunity reflects your current experience, please send your CV and cover letter to [jobs@allthings-hr.com](mailto:jobs@allthings-hr.com).