



**REVISION**  
MILITARY

mission critical eyewear®

## REVISION EYEWEAR JOB DESCRIPTION

Job Title:	<b>PRODUCT MANAGER</b>
Department:	Product
Reports To:	Vice-President, Product
FLSA Status:	Salaried – Exempt
Hours/Work Days:	8:30AM – 5:30PM (Monday through Friday)
Location:	Essex Junction, VT
Revision Date:	October 1, 2009

Revision Eyewear is a dynamic and rapidly growing company specializing in the design and manufacture of protective eyewear, with sales to direct government customers and a distributor network in 40+ countries. Revision Eyewear has embraced all categories of military eyewear including spectacles that stand up to low-energy fragments, goggles which provide medium-energy ballistic threat as well as environmental protection and face shields that afford the highest level of protection. Revision's products are specifically designed for deployment in hostile environments and, for the international market, are often customized to reflect individual client requirements and preferences.

### EMPLOYMENT OBJECTIVE

The Product Manager is responsible for product development initiatives liaising with all functional areas within Revision, as well as partner companies, to ensure Revision's development of best-in-class products that meet company and customer objectives. The Product Manager is responsible for spearheading established product improvements and new product development championing the products from concept to launch while working with the Marketing department to analyze the market, assess competitions, develop pricing strategies and sales collateral.

### SPECIFIC ESSENTIAL FUNCTIONS

#### Product Development Management

- Participate in and/or lead cross-functional teams responsible for bringing new products and continuing products' improvements to market using the Revision Vision 5 product development process.
- Develop product strategies for new products within assigned product categories.
- Interface with engineering and industrial design (internal and external) resources providing information, direction and prioritization of required features.
- Liaise with end-user community to ensure their needs are represented during the product development process.
- Coordinate product testing with the Revision test lab.
- Work with the Marketing department to develop all aspects of pricing for assigned products, including competitive pricing analysis, product cost and business case analysis for assigned projects.

#### Other requirements

- Assist Marketing department in defining key marketing messages, developing effective marketing collateral for new products and programs.
- Provide marketing with technical and sales support information to facilitate production of marketing collateral materials as well as bid preparation.
- Provide training and support as needed for sales team, key accounts and internal requests as required.
- Assist on bid and tender submissions, participating on functional teams and preparing tender responses.
- Manage special projects as required by manager.

### KNOWLEDGE, SKILL, AND EXPERIENCE REQUIREMENTS

- Bachelor's degree required, or the equivalent combination of education and experience. MBA preferred.
- 3 – 5 years experience with Business, Marketing, Project Management or Engineering background.
- Excellent new product development skills in consumer or military hard goods areas.
- Strong engineering inclination, able to translate complex technologies into key user benefits.
- Excellent written and verbal communication skills.
- Multi-tasking, self-starter with strong execution and project management skills.
- Must be able to work independently and as part of a team.
- Frequent travel between Montreal, QC and Essex Junction, VT offices required.
- Some overseas travel as needed with passport eligibility is required.
- Proficient in computer skills Microsoft Office (Word, Excel, PowerPoint, & Outlook) required.
- Military experience a plus.