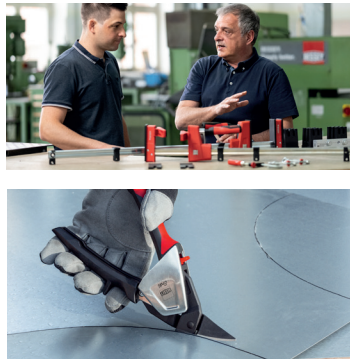




BESSEY. Simply better.

Innovative Clamping and Cutting Technology with Tradition



Get Started with an Innovative Company!

In 1889, Max BESSEY founded the company BESSEY & Sohn in Stuttgart, Germany as a bright steel drawing plant. From its inception, the company has continuously expanded the range of products it offers. It was this spirit of growth that led BESSEY to begin production of hand clamping tools in the mid-1930s. Since then, the strength of its innovation has been underlined by the granting of numerous patents. "To stop improving is to stop being good", is the motto of company as said by founder Max Bessey, which remains true today, as it will in the future, and is the guiding principle to everything that the company does.

Our growing business of selling consumer and industrial tools is looking for a

Product Manager

to join and strengthen our marketing team in North America. The position is hybrid and based in Cambridge, Ontario.

ROLE OVERVIEW

We are seeking a results-driven Product Manager to lead the development, strategy, and lifecycle management of our product portfolio within the manufacturing sector. This role requires a strong understanding of industrial processes, customer needs, and market dynamics, with an emphasis on hardware, tools, or related product categories. The Product Manager will act as the bridge between engineering, operations, sales, and marketing to ensure products meet both business and customer requirements.

KEY RESPONSIBILITIES

- Define and execute product strategy, roadmap, and positioning for assigned product lines.
- Conduct market research and competitor analysis to identify trends, opportunities, and gaps.
- Partner with cross-functional and international teams to guide product design, development, and improvements.
- Collaborate with sales and marketing to develop go-to-market strategies, pricing, and promotional plans.
- Manage product lifecycle from concept through launch to end-of-life, ensuring profitability and customer satisfaction.
- Develop and maintain technical and commercial product documentation.
- Monitor product performance, customer feedback, and operational efficiency to drive continuous improvement.
- Serve as a subject matter expert for our product portfolio, share knowledge, and support sales to drive business success.
- Provide training and support to internal teams and key customers as needed.

QUALIFICATIONS

- Bachelor's degree in business, Engineering, Industrial Design, or related field.
- 3-5 years of product management experience, preferably in manufacturing, hardware, tools, or related industries.
- Strong technical acumen and ability to translate complex requirements into clear product specifications.
- Demonstrated experience in managing cross-functional projects and stakeholder communication.
- Solid understanding of product lifecycle management, cost analysis, and market positioning.
- Excellent analytical, organizational, and communication skills.

PREFERRED KNOWLEDGE/SKILLS

- Background in hardware, tools, machinery, or related manufacturing products.
- Familiarity with industrial supply chains and manufacturing processes.
- Experience working closely with engineering, or technical design teams.

BESSEY is committed to meeting the accessibility needs of all individuals in accordance with the Accessibility for Ontarians with Disabilities Act (AODA) and the Ontario Human Rights Code (OHRC). Should you require accommodations during the recruitment and selection process, please let us know. BESSEY is an equal opportunity employer.

Please send your application to mgarcia@besseytools.com with your salary expectations.

We are looking forward to receiving your application!

www.besseytools.com

