



Manager – Product Innovation & Education – Field Maintenance

Job Title: Manager – Product Innovation & Education – Field Maintenance	Department: Direct Sales
Reports to: Vice President	Revision Date: Oct. 4, 2021

Position Overview

The Manager of Product Innovation & Education – Field Maintenance is responsible for educating Beacon customers, prospects and team members of best practices for ball field maintenance and use of Beacon products. By working closely with sales and marketing this individual will contribute content to be used for marketing materials and will conduct in person training sessions on various field maintenance topics throughout Beacon's sales regions.

Specific Responsibilities include:

- Schedules and conducts field training sessions in defined markets.
- Creates, updates and maintains materials for presentations on field maintenance products.
- Creates content and participates in updates for Grounds Keeper University.
- Creates and maintains content for marketing pertaining to maintenance products and educational materials.
- Maintains vendor and end user relationships to remain up to date on trends and techniques being used in field maintenance.
- Works closely with Product Manager to review new products in the market and evaluate whether Beacon should market them.
- Brings product development ideas to the table based on customer feedback.
- Trains existing staff and new hires on features, benefits and how to use field maintenance products.
- Supports sales team with customer requests as needed.
- Travel approx. 30% for field training, vendor meetings, joint sales calls and tradeshows.
- Based out of Middleton, WI office or ability to travel to WI office frequently.

Successful candidates will have the following knowledge, skills and abilities:

To perform the job successfully, an individual should be able to demonstrate the competencies or have attained the skill levels listed below:

- Minimum of five (5) years of groundskeeping experience; Professional experience preferred.
- Public Speaking – Ability to present in large group settings in both an office or classroom environment and on ball fields.

- Great Written Communicator – Ability to articulate a thought, process or idea clearly in written form.
- Customer minded – Ability to focus on customers needs to direct a presentation or discussion appropriately to address their needs.
- Highly organized and efficient; capable of working in a fast-paced environment.
- Exceptional communication skills – Ability to clearly communicate ideas and information through excellent written and verbal communication both internally and externally.
- Multi-tasking Skills - Ability to multi-task and prioritize day to day responsibilities and services in an unpredictable environment.
- Problem Solving Skills – Demonstrate the ability to analyze a problem for root causes and develop effective solutions to serve both customer and internal team member needs.
- Intellectual Curiosity – Actively seeks new information and ideas to improve personal, departmental and Company processes.
- Microsoft Office Applications – Demonstrate proficiency in Word, Excel, and Outlook.

Compensation:

Competitive package including salary, bonus and insurance.