

PENTAIR - COMMERCIAL WATER SOLUTIONS

GROUP PRESIDENT

JOB SPEC

Overview:

Pentair currently has an opening for a Group President to lead the Commercial Water Solutions Team. In this role, the Group President will be responsible for developing, implementing and leading a focused growth strategy for the Commercial Water Solutions group inclusive of Manitowoc Ice, Filtration and Services including hiring, developing and demonstrating leadership for the team. This role will drive product lifecycle management through actionable growth strategies in order to expand sales. This role will have full accountability for the global business unit P&L, will lead the global sales team, marketing, finance, HR, engineering, supply chain operations and category General Managers.

The Group President Leader will have direct responsibility for all Product, Sales, & Services within the Segments. This position is responsible for developing product management, sales, and service strategies to execute and meet the priority and goals outlined for each product category within Commercial Water Solutions. In addition, the position is responsible to ensure strategic development, standardization, and excellence in support functions, including customer service, technical and engineering of products, marketing and operational excellence. The role is accountable to deliver on revenue through organic market growth, increased penetration, and expanded coverage and is a leader of Industrial excellence design and process.

Charged with leading the functional teams and developing the necessary resources to attain aggressive growth targets, this is a highly visible position and serves as a critical component of the overall Commercial Water Solutions strategy.

Pentair Will:

- Create career growth and rotational opportunities within various areas of the organization;
- Pay competitively;
- Provide on the job training and mentoring in Pentair's proven best practices;
- Offer health benefits & coaching;
- Support your long term retirement goals through a competitive 401K matching and stock purchase plan;
- Offer employee discounts;
- Protect you with life insurance and other options;
- Tell you more about all the great benefits – just ask!

Primary Job Accountabilities:

- Deliver on Business revenue & standard income commitments.
- Lead cross functional business team (Marketing, Sales, Technology, Operations, Sourcing, Finance, HR, Legal) to drive day to day execution, ensure customer satisfaction, implement Segment strategies and improve processes.

- Translate customer insights into actionable growth strategies to expand sales and margins.
- Drive Product (& services) Lifecycle Management: pricing, innovation, rationalization and differentiation of Products, Services and Go-to-market strategies (Channels, Digital pull).
- Lead, transform & align across the enterprise product management capabilities (talent, processes, tools and metrics).
- Drive Vertical market growth and collaborate across the enterprise to identify additional growth vectors.
- Ensure strong funnel of opportunities (incl. projects) and robust conversion rates.
- Prioritize initiatives and make tradeoffs across product lines.
- Provide input to Segment Leader on Segment Strategy and Strategic Initiatives.
- Partner with functions to drive prioritization, execution and continuous improvement.
- Partner with Sales to drive Sales execution across channels & Key Account Mgmt.
- Align with Marketing on upstream (segmentation, VOC, ...) and downstream activities.
- Provide input to Segment leader on inorganic growth opportunities.
- Partner with functional leaders to develop talent and align incentives to business objectives.

Qualifications:

- Have earned at least a Bachelor's Degree (e.g. B.A. or B.S.).
- Have at least 10 years of product management & leadership experience with progressive sales-oriented organizations.
- Have demonstrated problem solving with complex multi-dimensional issues in order to improve, change or adapt to customer and business needs.
- Have had demonstrated experience with Global product management responsibility.
- Demonstrated an ability to lead cross functional teams in order to achieve success to goals and long term strategy.
- Demonstrate excellent communication skills and the ability to influence others.
- Ability to present complex or difficult messages clearly and persuasively.
- Be able work collaboratively across various functions in a complex matrix environment.
- Demonstrate a high degree of resiliency and flexibility to adapt to changing business conditions and shifting organizational priorities.
- The ability to create and deploy an organizational culture and vision
- Experience driving change throughout organizations
- Experience owning product & services strategies & lifecycle management (prioritization, positioning, pricing, rationalization)
- Strong business acumen with proven strategic problem-solving experience.
- Demonstrated influencing leadership style – the ability to get things done through an influence-based work style.
- Advanced analytical skills, including the ability to understand of financial reports and business statements.
- Advanced proficiency with basic technology tools, especially Microsoft Office Suite.

How Performance will be Measured:

- Revenue Growth
- Share Gains

- Pricing
- Mix
- Std. Margin Optimization

Contact Information →

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