

PENTAIR - MANITOWOC ICE

GENERAL MANAGER

JOB SPEC

Overview:

Pentair is seeking a General Manager to lead its Manitowoc Ice business. Manitowoc Ice is a leading provider of commercial ice makers and was recently acquired by Pentair. With more than 800 team members, a global installed base of approximately 1 million units and more than 200 models of commercial ice machines worldwide, Manitowoc Ice brings a complementary global commercial footprint that is expanding Pentair's end-to-end water filtration and ice solution offerings for foodservice customers.

The General Manager will lead a high-performance team that thrives on developing and launching impactful, leading products and services for commercial customers. This individual will lead a growth-focused global product portfolio with over \$400 million in annual sales. The General Manager will develop and drive the overall growth and profitability strategy for Manitowoc Ice product categories through a cross-functional direct report team of Product, Sales, and Service leaders as well as matrixed leaders from Operations, Technology, Finance and Marketing.

Primary Job Accountabilities:

- Develops and drives strategy and translates business direction into global product portfolio decisions for the entire category.
- Takes a broad perspective on the overall goals and performance of the category incorporating all aspects of the business including Sales, Operations, Marketing, Technology, Financial, Human Resources, Compliance, and others.
- Responsible for meeting or exceeding P&L targets (i.e., sales, standard margin).
- Aligns, inspires, and develops teams across functional and geographic boundaries.
- Ensures customer perspective and end-user needs are a driving force behind strategic priorities, business decisions, product and service innovation and organizational processes.
- Utilizes data to diagnose business strengths and weaknesses and identify the implications for potential strategies and to increase financial performance and growth.
- Provides oversight to all product portfolio strategic initiatives (e.g., branding, NPD, portfolio optimization, channel expansion).
- Partners with Technology and Program Management to lead cross-functional NPD and VAVE execution.
- Integrates profit and revenue considerations into business and operational decisions and allocates appropriate resources by making trade-offs while maintaining a focus on achieving goals and profitability targets.
- Develops pricing strategies and tactics through effective interpretation of market dynamics, customer insights, and profitability analytics.
- Utilizes financial modeling and risk analysis to make decisions. Evaluates, recommends, and makes decisions based upon proposals and/or contract terms and conditions.
- Leads value proposition definition and differentiation of product and service portfolio.

- Identifies and champions new business models or services and is accountable for business plans.
- Drives alignment and accountability with forecast and SIO process and aligns with Operations on support for growth.

Qualifications:

- At least 10 years of product management, business development and/or category leadership experience.
- Experience building and executing strategic product roadmaps.
- An understanding of best-in-class product marketing and ability to build consumer insight capabilities, gather and analyze voice-of-customer, and deliver impactful integrated marketing plans.
- Strong financial acumen and the ability to drive decisions that deliver business goals.
- A driven leader with inspiring enthusiasm for product management and development.
- Ability to build and sustain strong cross-functional relationships functional to influence, ensure open communications and drive alignment.
- Desire to build a sense of shared purpose and vision to focus Pentair's strategic product development and launch plans to deliver impactful, meaningful products and experiences to consumers and partners.
- Ability to travel as needed for the role.
- A bachelor's degree is required, and an MBA or master's degree is preferred.
- Experience working effectively within a business unit matrix structure to ensure functional alignment and high performance.
- Demonstrated drive for results that contributes to a high-performance culture.
- Ability to adapt quickly to change and ambiguity.
- Experience managing and developing a diverse team.
- Ability to develop and execute strategy and achieve significant top and bottom-line results.
- Understands key drivers of sales and profit growth and establishes innovative strategies that create growth.
- Ability to generate new business by growing market share, expanding brands, identifying high-growth product categories, and developing new businesses.
- Recognizes and assesses risk and key indicators of financial health (e.g., liquidity, profitability, and productivity ratios) and identifies trends from financial data to guide strategic and operational decision making.
- Understands key financial statements and demonstrates proper cash flow management (capex, working capital, etc.)
- Ability to quickly grasp strategic concepts and detailed, complex market and customer information and assimilate them into coherent solutions and decisions.
- Understands how to utilize different functions and key stakeholder groups (e.g., customers, vendors) to meet unique demands, constraints, and opportunities for the business.

Contact Information →

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