



Edwards Vacuum Inc.

[www.edwardsvacuum.com](http://www.edwardsvacuum.com)

**Job Title:** Product Manager Cryogenics – CTI and Polycold Products (CTIP)

**Location:** Chelmsford, MA

**Manager's Job Title:** Strategic Product Manager

<https://career5.successfactors.eu/sfcareer/jobreqcareer?jobId=30423&company=atlascopcoP>

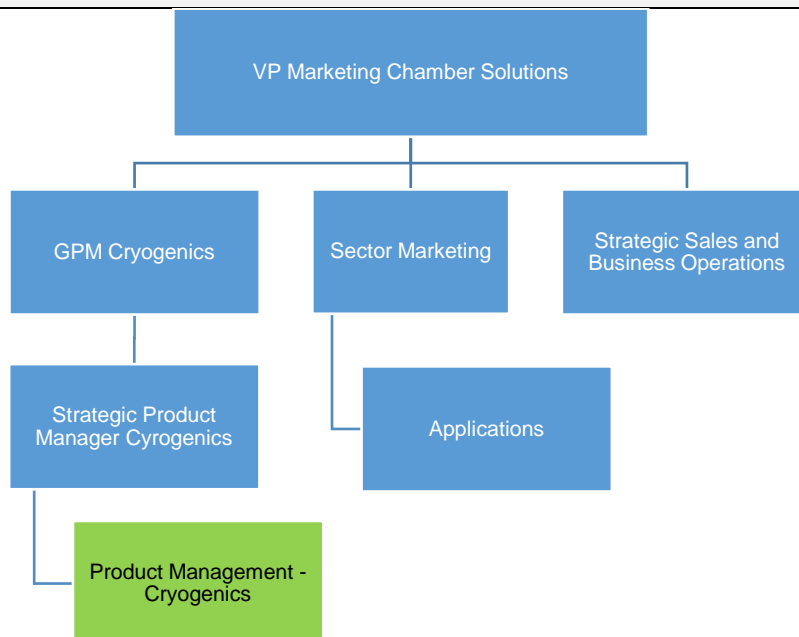
**Mission/Purpose of the Job:**

This is a key Product Manager role with the responsibility for driving and supporting product management activities for key product lines; CTI cryopumps and Polycold cryocoolers. The position will require regular interaction with; operations, sales and marketing, engineering, senior and executive level leadership team as well as frequent interaction with our global customers for all markets served.

**Main Responsibilities:**

1. **Product Management:** Provide support for CTI and Polycold Product Management activities, including Road-Maps, VOC, MRDs. Also, Manage Change internally, within Edwards CTI and Polycold, as well as externally with all customers. Provide direction and focus on next generation product platform development that will take brand to the next chapter in its 50-year history and ensure the new technology becomes the benchmark for Cryogenic technology.
2. **Champion Innovation:** Work with Senior Product Management, Engineering, Marketing and Application Engineering functions to help promote innovation and ideation that results in new technology development for highly differentiated products and delivers high value solutions to Edwards' customers.
3. **Voice of Customer / Market Requirements Specification:** Drive the process of collecting and analyzing feedback from customers, stakeholders and other teams to define requirements, features and specifications for next generation products. Maintain and update MRS (Market Requirements Specifications) for Diffuse as well as SEMI; Etch, Implant and PVD market segments. Define the 'why', 'what,' and 'when' of the product that the R&D team will develop & build.
4. **Develop Value Propositions and go-to Market Strategies** – Quantify and capture product value in "Why-Buy" marketing documents and develop a market strategy for the next generation platform across different applications, regions and customers. Work with sales and account managers to execute on marketing strategies to meet product revenue and margin targets.
5. **Project Prioritization:** Provide guidance, strategy, and financial and business case analysis input to prioritize projects and activities to support CTI Cryopump and Polycold Cryochiller divisions.
6. **Business Support:** Perform detailed financial analysis and define business cases to support: forecasting, project justifications, product margins and other business activities. Drive pricing and cost policies and controls to improve business performance.
7. **Develop and Upgrade Product Marketing Materials** – Create new content and update legacy value propositions and product marketing materials, including online and printed communications. Setup structured locations and repositories of content for easy access by customers as well as internal stakeholders.
8. **Provide Training** – Develop and roll-out training material and organize regular training sessions.
9. **Process Control:** Ensure adherence to processes across all CTI and Polycold business groups as well as compliance to CE (Copy Exact). Promote responsible process improvements implementation through change control process.

**Organization Chart**





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Required Experience	
<b>Education level:</b>	Bachelor's Degree level or higher in Science or Engineering discipline, Masters Preferred
<b>Relevant previous experience:</b>	<p>0-5 years' experience within either or a combination of the Semiconductor, Coating, Consumer Electronics or Automotive Manufacturing, R&amp;D and General Industrial markets. Experience within OEM or End User business in; process equipment development, product management or marketing.</p> <p>Experience in one or more roles including: Engineering, R&amp;D, Product Manager or similar</p> <p>Proven Project Management skills – essential</p> <p>Creative &amp; Strategic thinking skills – essential</p> <p>Ability to motivate and drive cross-functional teams without formal authority</p> <p>Conflict resolution &amp; mediation, Good negotiation skill – essential</p> <p>Excellent communication, presentation skills</p> <p>Problem-solving aptitude</p> <p>Customer and Quality Focused</p> <p>Experience in Vacuum Technologies, Cryogenics, Semiconductor Equipment, Electronics, preferred.</p>
<b>Language skills:</b>	Fluent English Essential – Japanese, Korean, Chinese useful
<b>Other skills and knowledge:</b>	Knowledge of Material Science, Chemistry and Physics relating to customers' technical processes used across industries listed above.
<b>Competencies:</b>	Leadership, Communication, Influencing Skills, Business Analysis, Problem Solving, Creativity
<b>Travel:</b>	25-30% Travel.
Job Scope:	
	<ul style="list-style-type: none"> <li>✓ Reports to SPM (Strategic Product Manager)</li> <li>✓ Chamber Solutions for the Semi, Display, Automotive, Flat Panel, LED, Coating, Scientific and General Industrial sectors – Influencing Annual Revenue &gt;\$150M → targeting doubling the business in 5+ years.</li> <li>✓ Work with extended team to uncover truly high value problems at end user customers/OEMs where we can win</li> <li>✓ Ensure qualification position and sizing of market opportunities to ensuring we are pursuing the highest valued opportunities</li> <li>✓ EBIT to be maintained at &gt;20 to 25% through cycles for end user sales</li> <li>✓ Annual initiatives to be achieved within 10% of target/ 80% of share and penetration targets to be achieved per year.</li> <li>✓ 'Boots on the ground' focus with heavy level of interaction with customers and industry consortia and internal teams.</li> </ul>