



## Value Added Product Manager

Lake City, Pennsylvania

AirBorn, Inc. is 100% employee owned manufacturing company seeking a Product Manager to work in our Lake City, PA facility.

This is a strategic position in which the individual will need a broad understanding of the value added cable market. The individual must know how to promote business opportunities with existing and potential customer; work with and instruct salespersons in the methodology of selling value added cable assemblies and offer leads for new accounts. The individual must be able to evaluate opportunities as a fit for AirBorn and be able to explain the strategic reasons behind pursuing business opportunities. This individual must be able to interface and communicate with customers at all levels, including senior positions within the accounts. These requirements include marketing as well as business value skills to ensure that proper resources are being applied for maximum returns.

Key responsibilities include leading and coordinating quoting efforts within AirBorn by establishing priorities for various programs. Understand and be capable of applying proper profit margins per the guidelines as established.

Qualified candidates must have a minimum of seven years of directly working in the value added cable assembly market with evidence of strategic thought process in previous positions.

For immediate consideration, please send resume, cover letter, and salary expectations via email to [careers@airborn.com](mailto:careers@airborn.com)

No relocation provided.

We are an Equal Opportunity Employer

**ITAR COMPLIANCE** This position requires access to or use of information which is subject to the federal International Traffic in Arms Regulations (ITAR). All applicants for this position must be U.S. Persons within the meaning of ITAR. ITAR defines "U.S. Person" as U.S. citizen, lawful permanent resident of the U.S., person admitted as a refugee to the U.S., person granted asylum in the U.S., or person granted the status of alien lawfully admitted for temporary residence to the U.S. under 8 U.S.C. §1160(a) (for special agricultural workers) or 8 U.S.C. §1255(a)(1) (an amnesty program).