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*We are  
hiring*



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## Job Announcement

### About Pearson Packaging Systems

Grow alongside Pearson, as we disrupt the packaging industry with innovative ways of solving our customers' automation needs. Challenge the status quo, apply new ways of thinking and help us dominate the secondary packaging automation market.

With our portfolio of case erectors, robotic top-loaders, sealers and robotic palletizers, Pearson Packaging Systems helps a diverse set of high-volume manufacturers and distributors in the food, beverage, personal care, household and industrial chemical, pharma and distribution industries overcome labor cost and supply, safety, quality and throughput challenges. Since our inception, nearly 70 years ago we have deployed over 23,000 machines.

To be able to deliver on our promise to our customers, maintain our values of integrity, service, and continuous improvement, and sustain growth rates above industry expectations, we look for people who care – care to make a difference and go the extra mile to exceed customer expectations, both internally and externally.

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### Product Manager

**Salary Range: \$105,000 - \$155,000**

#### Your role with us:

This is a full-time, on-site role located in Spokane, WA. The Product Manager will lead the strategy, development, and lifecycle management of our machinery and aftermarket solutions. Your scope includes new machinery development and aftermarket solutions, encompassing spare parts, consumables, machine upgrades, rebuilds, and retrofit programs that enhance system performance, extend equipment life, and improve total cost of ownership for customers.

#### Principal Job Duties & Responsibilities

- Own product line strategy and roadmap for assigned products, driving growth through new product development, market expansion, and strategic partnerships.
- Lead end-to-end- product lifecycle management, including launches, enhancements, cost reduction initiatives, portfolio optimization, and end-of---life planning.



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- Develop and manage product and product family business plans, with accountability for revenue, margin, pricing strategy, and forecasting.
- Conduct market, customer, and competitive analysis to inform positioning, segmentation, market sizing, and long-term product strategy.
- Identify and validate new target markets and positioning opportunities based on evolving customer needs and competitor trends.
- Translate market and business requirements into clear product requirements and detailed specifications, partnering closely with engineering and design.
- Initiate, prioritize, and oversee cross-functional product development projects, ensuring on-time delivery and alignment with business objectives.
- Serve as the product subject-matter expert, supporting stakeholders with product knowledge, forecasts, and lifecycle insights.

## How you will contribute to our growth:

**Pricing Strategy and Market Analysis:** You will be responsible for understanding the market landscape to set and monitor competitive product pricing. This includes determining whether to build or buy solutions, managing product margins, and compiling all relevant product requirements and costs.

**Evaluation of Requests for Customizations:** When new requests for equipment or application modifications come in, you will assess the underlying needs and determine whether they are feasible or necessary. This involves collaborating closely with sales to ensure that the requests are driven by genuine customer requirements rather than just quick approvals, focusing on the long-term impact of customizations such as non-recurring engineering costs.

**Managing Custom Programs for Existing Customers:** You will evaluate and manage custom programs for existing customers and collaborating with technical teams to explore potential solutions. Once approved, you will oversee the development and ensure the projects meet customer needs and expectations.

**Product Development Evaluation:** You will lead the evaluation of new product development opportunities, including conducting market research, competitive analysis, and voice-of-customer initiatives. You will define product roadmaps, create detailed product requirement documents, and conduct business evaluations to ensure alignment with strategic objectives.



**Adapting to Market Trends and Technology:** Staying informed about new technologies and shifts in the marketplace will be crucial in ensuring that the company's product offerings remain relevant. You will analyze emerging trends and help guide product strategies to adapt to market changes effectively.

## What you will need to succeed:

- Bachelor's degree in marketing, business, or a technically related field, or equivalent
- Minimum five years product management experience or equivalent background
- Proven ability to set strategic direction and manage the entire product life cycle effectively
- Strong judgment and the ability to lead and facilitate cross-functional meetings, committees, and teams with professionalism
- Excellent written and verbal communication skills, with the ability to organize, present, and address complex issues clearly and effectively

## What we offer you:

- Competitive industry compensation
- Our PPO Health Plan that offers low employee premiums; Pearson pays for over 90% of healthcare costs for individuals and over 80% for dependents
- Flexible Spending Accounts; Use tax-free money to pay for eligible healthcare or childcare costs
- A company-sponsored EAP program; Get free guidance counseling, legal advice and discounts on legal appointments, Medicare/Medicaid advice, and more.
- Company-sponsored life insurance with the option for additional voluntary life insurance
- Career advancement opportunities within Pearson and expert training in a skill set for which the sky is the limit.
- 401K & Matching Contributions.
- Tuition Reimbursement

## Ready to join us?

Submit your resume to [Jobs@PearsonPKG.com](mailto:Jobs@PearsonPKG.com).