



Join a values-based, ESOP (employee-owned) company where *YOU* are a top priority!

To apply, send your resume to jobs@reell.com!

Reell Precision Manufacturing is a leading provider of innovative position and motion control solutions, delivering high-quality precision products that optimize performance and efficiency throughout a diverse global market.

The company was named “Reell” (ray-El’); a German word meaning *honest, trustworthy* and *good* to reflect these foundational values. After 50+ years in business, we continue to strive to fulfill the promise of these words in our products, services and our relationships with customers, shareholders, co-workers, suppliers and the community.

Reell Precision Manufacturing is seeking a strategic and innovative **Global Market Manager** to drive growth and define the next generation of products in the global industrial space. In this role, you’ll combine market intelligence with visionary thinking to uncover new opportunities, craft winning strategies, and lead initiatives that deliver measurable impact. If you thrive on analyzing trends, building roadmaps, and collaborating across sales, engineering, and product development teams, this is your chance to make a lasting mark.

Primary Responsibilities

- **Market Analysis and Prioritization:** Conduct market and opportunity analysis to size and prioritize growth areas. Utilize internal and external tools (e.g., ZoomInfo, HubSpot) to define total addressable market (TAM), assess attractiveness, and rank markets, applications, and opportunities. Apply this methodology to identify and evaluate new growth opportunities for Reell within the broader industrial market.
- **Global Market Strategy Development:** Analyze and identify global market trends, competitive dynamics, and technological needs to create the Industrial strategy including objectives, strategies and business plans that drive business growth, increase market share, and identify new business opportunities within the Industrial market space. Collaborate with sales, R&D, product development, and engineering teams to gain buy in and support as well as execute the strategy.
- **Product Strategy, Roadmap & New Product Development:** Define new product opportunities by driving alignment between customer needs, industry trends, and product specification. Work with engineering counterparts and create product portfolio roadmaps which document new product and market development plans that will enhance and expand our global product offering. Keep abreast of industry trends and next generation requirements, integrating insights into new product introductions.



Support the cross-functional new product development team and process by completing the requirements to successfully bring opportunities to the market.

- Revenue & Profit Growth: Define and drive key revenue-generating initiatives across Industrial Markets, ensuring consistent year-over-year growth in sales and profitability. Manage AOP budgets, forecasts, pricing strategy and overall P&L within the Industrial market space. Provide direction and support to Global Sales Team to uncover, develop, and close new business opportunities. Works closely with the broader sales and marketing team to define marketing tactics, key messages, and critical inbound and outbound marketing plans. Contributes to Tradeshow, sample, demonstrator, and marketing content plans specific for the Industrial market.
- Continuous Improvement: Implement best-practice project management processes, procedures and tools to enhance program management efficiency and effectiveness.

Minimum Qualifications

- Bachelor's degree in business, engineering, related field, or equivalent experience
- Minimum 5 years of experience in product or market management across multiple industrial related markets
- Demonstrated market analysis and prioritization skills preferably using systems such as ZoomInfo, HubSpot and Excel
- Experience managing products that are designed into new products with an engineering persona and journey map
- Excellent leadership, communication, and problem-solving skills
- Ability to travel globally

Preferred Qualifications

- MBA or equivalent advanced degree preferred
- Aptitude to understand and breakdown mechanical systems

Reell Precision Manufacturing offers competitive compensation and benefits. For this exempt position, the base pay range is expected to be between \$115,000 - \$140,000 annually. Please note that the pay range is a good faith estimate of the position at the time of posting. Actual compensation will be dependent on factors, including but not limited to, the individual's qualifications, experience, knowledge, skills and abilities, as well as the actual work location.

Benefits include:

- Medical insurance options with employer contribution to Health Savings Account
- Flexible Spending Account options
- Dental, Vision, Life and Disability benefits

Global Market Manager, Industrial



- 401(k) with employer match
- Employee Stock Ownership Plan (ESOP) with employer contribution toward employee retirement
- Discretionary bonus plan
- Paid Time Off (PTO)
- Community Involvement Opportunities
- Education Program
- Hybrid work opportunity, up to two days remote per week, for qualifying jobs

Reell Precision Manufacturing provides equal employment opportunity (EEO) to all employees and applicants without regard to race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), parental status, national origin, age, disability, genetic information (including family medical history), political affiliation, military service, or any other status protected by applicable federal, state, and local laws.