



JOB PROPOSAL

Product Manager

Miller Electric Manufacturing
Power Systems Division – Work Truck Solutions
Appleton, WI



Trusted Hiring Partner



ABOUT MILLER ELECTRIC MANUFACTURING

Miller's Mission

“We put welders first.”

About Miller

Miller Electric Manufacturing Co., an ITW company based in Appleton, Wisconsin, is a global leader in arc-welding and cutting equipment with nearly 100 years of engineering excellence. Serving industries such as construction, manufacturing, agriculture, aviation, and marine, Miller is known for delivering durable, high-performance solutions that skilled tradespeople depend on in demanding environments.

As part of Illinois Tool Works (ITW), a Fortune 200 company, Miller combines the stability of a global organization with the agility of a growth-oriented division. The company's culture centers on innovation, customer focus, safety, and continuous improvement—empowering employees to shape the future of welding and field-based power solutions.

Within Miller, the **Power Systems Division** develops advanced welding and power-generation technologies designed for tough field applications. The division supports mobile and industrial users who need reliable, high-output equipment that performs consistently on the job.

A major growth lever for this division is the **Work Truck Solutions** vertical, where Miller delivers integrated mobile power and job-site productivity solutions for utility fleets, construction service vehicles, and field maintenance and repair teams. These solutions bring together electrical power generation and distribution, compressed air, battery charging, and support for hydraulic and electric tools in compact, durable systems designed specifically for truck integration. Success in this space requires deep understanding of how work is performed in the field and how different applications drive the need for different types and levels of onboard power. By aligning the right mix of mobile power and tool capability to each application, Miller helps crews stay productive, reduce idle time, simplify vehicle upfitting, and complete critical work that keeps infrastructure, utilities, and communities running.

Rooted in ITW's customer-back approach, the Work Truck vertical stays closely connected to real-world user needs, ensuring its solutions remain practical, rugged, and aligned with the evolving demands of field professionals. This focus on reliability, usability, and innovation reinforces Miller's longstanding position as a trusted leader in mobile welding and power-generation technology.



THE COMMUNITY

Welcome to Appleton, Wisconsin – A Hub of Innovation, Community, and Quality Living

Appleton, WI is a thriving mid-sized city in the scenic Fox River Valley, offering the perfect blend of professional opportunity, affordability, and vibrant lifestyle. Known for its strong manufacturing heritage, cultural amenities, and family-friendly environment, Appleton provides an ideal setting for engineering leaders looking to make an impact.

What Appleton is Known For

- **Innovation & Industry:** Home to Miller Electric and a robust manufacturing sector, Appleton is a center for advanced engineering and product development.
- **Affordability:** Cost of living is about **11% lower than the national average**, with housing prices significantly below major metro areas.
- **Community & Education:** Highly rated schools, safe neighborhoods, and proximity to universities make Appleton a great place for families and lifelong learning.

Things to Do in Appleton

- **Arts & Culture:** Enjoy Broadway shows at the **Fox Cities Performing Arts Center**, explore the **Trout Museum of Art**, or attend the **Mile of Music Festival**.
- **Outdoor Adventures:** Hike or bike along the Fox River trails, golf at scenic courses, or enjoy boating and fishing on nearby lakes.
- **Family Fun:** Visit the **Building for Kids Children's Museum**, explore local parks, and experience year-round festivals and farmers markets.
- **Food Scene:** From farm-to-table dining to craft breweries and local favorites, Appleton's culinary offerings are diverse and growing.

Why You'll Love Living Here

- Short commutes and easy access to regional airports
- A welcoming, close-knit community with big-city amenities nearby
- Four beautiful seasons with abundant outdoor recreation
- A thriving downtown and ongoing development projects
- Proximity to Green Bay and Milwaukee for expanded cultural and sports experiences



WHY JOIN MILLER

Joining Miller Electric means becoming part of a global leader in welding technology with a nearly 100-year legacy of innovation and excellence. Guided by the mission “**We put welders first,**” Miller is committed to delivering solutions that empower skilled tradespeople and advance industries worldwide. As a subsidiary of Illinois Tool Works (ITW), Miller offers the stability of a Fortune 200 company combined with the agility of a growth-focused division. Employees enjoy opportunities to lead cutting-edge product development, collaborate across disciplines, and make a tangible impact on manufacturing, construction, and infrastructure projects. With a culture rooted in safety, quality, and continuous improvement, Miller provides not only a rewarding career but also a chance to shape the future of welding technology.



JOB SUMMARY

Are you a product leader energized by turning customer insight into winning product strategy and profitable growth?

As **Product Manager for the Work Truck portfolio**, you will own product lifecycle execution for one of Miller Electric’s most important growth platforms within the **Power Systems Division (ITW)**. This is a high-impact role responsible for translating market and customer insights into product strategy, portfolio priorities, and successful commercialization.

You will define what value matters most, where to invest, and how to win while partnering closely with Engineering, Segment Management, Marketing, and Sales to deliver solutions that solve real customer problems and drive profitable above-market growth.

KEY RESPONSIBILITIES

Product Strategy & Lifecycle Ownership

- Own and execute product lifecycle plans for the Work Truck portfolio, from strategy through launch and long-term performance.
- Develop and execute overall product vision and strategy to drive profitable above-market growth.
- Manage product cost, warranty performance, and CX insights to drive continuous improvements across the portfolio.
- Evaluate trade-offs and prioritize product initiatives based on customer value, business impact, and strategic fit.
- Contribute to long-range and annual planning.



Customer & Market Insight Development

- Develop deep understanding of end-user workflows, unmet needs, and value drivers.
- Lead and synthesize Voice of Customer (VOC), competitive intelligence, and market research to validate product concepts and guide roadmap decisions.
- Define target “80” markets and evaluate size, growth trends, pricing, competition, and opportunity.

Commercialization & Cross-Functional Execution

- Lead product launches and commercialization efforts to ensure strong adoption and market impact.
- Partner cross-functionally with Sales, Engineering, Manufacturing, Procurement, and Marketing to deliver product solutions and maintain market leadership.
- Use creative tactics to communicate and promote new products to end users and distribution channels.

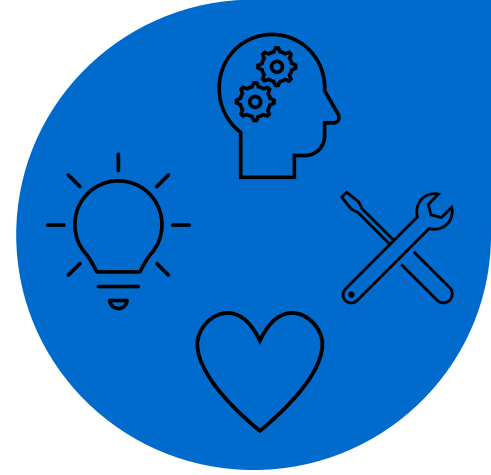
Portfolio Performance & Profitability

- Own and monitor product performance metrics including CX (customer experience), sales volume, margins, and market share.
- Improve product profitability through cost reduction, optimized pricing, and clear understanding of key P&L drivers and their impact on Operating Income (OI).
- Ensure product strategy balances customer needs, technical feasibility, and business value.

SKILLS, ATTRIBUTES & COMPETENCIES

Analytical & Strategic

- Strong ability to prioritize product initiatives and make trade-offs grounded in impact.
- Skilled in quantitative and qualitative analysis of customer usage, market trends, and product performance.
- Connects product decisions to strategic objectives and market opportunities.



Customer & Market Insight

- Deep understanding of customer pain points, unmet needs, and value drivers.
- Proven ability to translate research and feedback into roadmap and value proposition decisions.
- Able to align and communicate product strategy clearly to diverse audiences.

Business Acumen

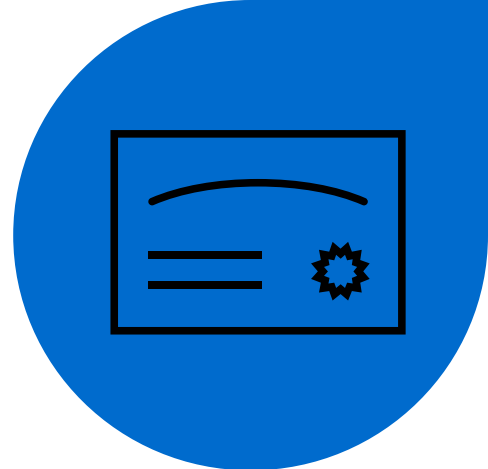
- Understands revenue, adoption, pricing, and margin dynamics.
- Can balance customer needs with business value and technical constraints.

How You Show Up

- **Collaborative:** Works effectively across teams and functions.
- **Customer Advocate:** Prioritizes solving the customer's problem and delivering clear value.
- **Curious:** Asks thoughtful questions and seeks to deeply understand what's happening in the market.
- **Pragmatic Problem-Solver:** Balances ideal solutions with practical constraints.
- **Resilient & Adaptable:** Operates effectively in ambiguity and shifting priorities.
- **Data-Driven Influence:** Uses evidence and insight to guide decisions and earn alignment.
- **Insightful Storytelling:** Makes product vision compelling and understandable.

MINIMUM QUALIFICATIONS

- Bachelor's degree required (Marketing, Engineering, Business, or related field preferred).
- 5–7 years of experience in product management, product development, or related roles in a B2B environment.
- Experience launching products or features informed by customer insights.
- Strong technical aptitude; welding/mechanical knowledge preferred.
- Strong business acumen and proven ability to analyze business issues and end-user needs.
- Proven success leading cross-functional initiatives from start to completion.
- Travel up to 25%.

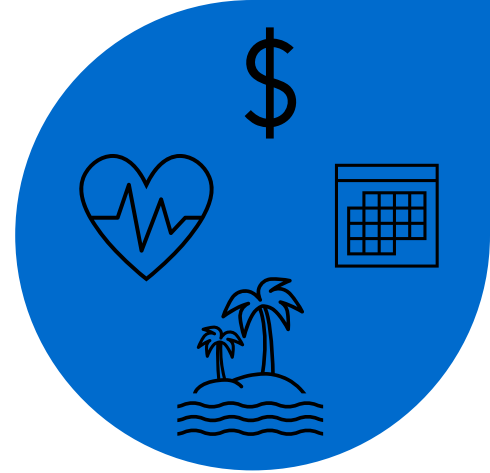


SALARY

- \$100,000 - \$130,000
- Bonus – determined by company and individual performance

BENEFITS

- Health/Dental/Vision Insurance
- Holidays
- Vacation, Sick Personal Leave
- Life and AD&D Insurance
- Short- and Long-Term Disability
- 401(k)
- Parental Leave
- Adoption assistance
- Fertility and surrogacy benefits



APPLY NOW

Why the Product Manager – Work Truck Role at Miller Is a Career-Defining Opportunity

- **You want true product ownership**, leading the full lifecycle of a critical growth portfolio—from strategy and roadmap decisions through launch, performance, and long-term profitability.
- **You're energized by turning customer insight into winning strategy**, translating Voice of Customer, market data, and competitive intelligence into products that solve real problems and drive above-market growth.
- **You thrive at the intersection of strategy and execution**, partnering closely with Engineering, Sales, Marketing, Manufacturing, and leadership to deliver solutions that win in the field and in the P&L.
- **You enjoy making hard trade-off decisions**, balancing customer value, technical feasibility, and business impact to prioritize what matters most.
- **You're motivated by measurable impact**, owning key performance metrics like customer experience, margins, adoption, and market share—and improving them through smart product decisions.
- **You want to work for a company that values evidence over ego**, where data-driven influence, pragmatic problem-solving, and deep customer empathy guide decisions.
- **You're looking for a high-visibility role with real responsibility**, based onsite in Appleton, WI, supporting one of Miller Electric's most important and fast-growing platforms within the Power Systems Division.



To apply for the Product Manager – Work Truck position at Miller Electric Manufacturing, please visit <http://www.davidgomezpartners.com> or send your resume to Recruiting@DavidGomezPartners.com.