



Sr. Product Manager

Daikin is committed to good corporate citizenship, providing new employment opportunities at our various sites. The company also makes every effort to contribute materially to the well-being of all aspects of the communities in which we work and live.

Summary / Objective:

Responsible for managing the overall product lines to ensure material availability and support business growth objectives. Manage product lifecycles for domestic and imported products, including new product registrations (NPR), commercialization readiness, production scale-up activities, raw material planning, and launch readiness for new products. Coordinate technical, purchasing, planning, operations, manufacturing, and sales activities necessary for successful commercialization and lifecycle management. This position combines classic product management responsibilities with significant supply chain, plant coordination, and operational execution responsibilities specific to Daikin's business model.

Works closely with Business Directors and Sales Managers to understand market opportunities, customer requirements, growth initiatives, competitive positioning, and strategic priorities. Provides market analysis on existing and emerging technologies and supports the development and execution of product strategies, product introductions, product rationalization decisions, and long-term portfolio plans that align with business objectives.

Responsible for maintaining budgeting, forecasting, demand planning, inventory management, and fulfillment processes to ensure reporting accuracy, product availability, and customer satisfaction. Supports Sales by ensuring inventory levels are appropriate, manufacturing activities are aligned with demand requirements, and products are delivered in accordance with customer expectations.

Serves as the primary liaison between Sales Managers, Business Directors, Planning, Purchasing, Manufacturing, Logistics, and Customer Service to translate commercial objectives into operational execution. Works directly with Sales Managers and Business Directors to understand customer demand, sales opportunities, business priorities, forecast assumptions, and growth plans. Provides regular communication regarding demand trends, manufacturing status, product availability, inventory positions, forecast accuracy, and supply constraints while recommending actions necessary to support revenue growth and customer service objectives. The role works directly with the plant to align production capability, material availability, scheduling, quality and service priorities, inventory requirements, and customer commitments.

Supports business strategy by implementing tactical product line plans, coordinating supply chain resources, managing fulfillment risks, and ensuring operational readiness for business growth initiatives identified by Sales Managers and Business Directors.

Supervisory Responsibility:

Product Managers, Assistant Product Managers, Product Specialists, and other Product Management personnel as assigned. Customer Service personnel and Customer Service functions are also included within this role.

Qualifications:

- 5-10 years' experience in chemical related business, specifically in supply chain, ~~marketing~~, product management or planning.
- College degree in business or technology related field.
- Elevated level of competency in Microsoft Office Suite is a must. SAP experience is a requirement (S4Hana preferred)
- Ability to analyze sales data (Historical, Forecast and budget) and recommend plans or actions to ensure supply.
- Direct customer experience required
- Must be in current position minimum of 6 months.

Knowledge, Skills, and Abilities:

- Ability to work across Japanese American cultural lines.
- Ability to analyze sales information: Quantity, Revenue, Price, and Gross Margin
- Data Management and Problem-Solving Capability
- Ability to work in cross-functional teams: Sales, Manufacturing, Planning, Customer Service & Logistics
- Ability to understand manufacturing processes and procedures.
- Ability to perform Customer/Prospect presentations on products and services.
- Negotiation Skills.

Competencies:

- Cross-Cultural Sensitivity
- Strategic Thinking
- Team Focus
- Creative Problem Solving
- Tactical Communication Verbal and Written
- Meticulous and Organized
- Results Driven
- Time Management
- Ability to Influence across departments.
- Sales Fundamentals

Essential Functions:

- Prompt, regular, and dependable attendance is an essential function of this job.

Product Lifecycle Management

- Support the product portfolio priorities, NPR/new product registration, commercialization, and product scale-up across assigned business units.
- Coordinate Sales, Technical, Product Development, Purchasing, Planning, Manufacturing, and Operations activities required to develop, launch, supply, and rationalize products.
- Work with Business Directors and Sales Managers to align product plans with customer requirements, market opportunities, growth priorities, and business objectives.

Fulfillment, Forecasting, and Supply Coordination

- Own demand planning (forecasting) for all product lines by integrating forecasts, actual sales, customer requirements, inventory, manufacturing capacity, and supply constraints.
- Monitor production schedules, inventory, customer orders, and supply constraints; communicate risks and recovery actions to affected functions.

- Coordinate supply for domestic and export customers, including products purchased from or supplied to Daikin subsidiaries.
- Establish inventory, safety stock, and replenishment requirements that support customer service and control excess inventory.
- Participate in demand-sensing and month-end reviews and implement tactical product line actions required to support business growth and forecasts.

Supply Chain and Plant Coordination

- Serve as the primary Commercial interface with the plant and manufacturing organization for all product lines.
- Convert customer demand and commercial priorities into executable production, purchasing, inventory (imports), and logistics plans.
- Work with Manufacturing to prioritize production campaigns to improve fulfillment performance and FCST accuracy.
- Participate in plant production, inventory, and supply-planning reviews and coordinate resolution of operational issues affecting customers.

Inventory, Systems, and Master Data Management

- Own inventory levels for all product lines, slow-moving, excess, obsolete, expired, damaged, and off-specification material etc.
- Lead MRB reviews and develop disposition, reduction, and rebalancing plans with Manufacturing, Planning, Purchasing, Finance, Sales, and Customer Service.

Customer Service Leadership and Execution

- Directly manage Customer Service personnel, including staffing, workload allocation, training, development, performance management, and adherence to procedures.
- Align Customer Service priorities with product line, supply chain, plant, logistics, and commercial requirements.
- Ensure accurate order execution, timely product availability and delivery communication, backlog management, and effective escalation of customer issues.
- Coordinate resolution of order, supply, production, quality, and delivery issues with Sales, Planning, Purchasing, Manufacturing, Logistics, and Quality.
- Establish and monitor Customer Service measures for order accuracy, cycle time, response time, backlog, on-time delivery, issue resolution, and customer satisfaction.
- Lead improvements to order execution process, customer communication, escalation handling, and overall customer service execution.

Leadership and General Responsibilities

- Supervise Product Managers, Assistant Product Managers, Product Specialists, Customer Service personnel, and other assigned staff.
- Travel internationally and domestically as required.
- Complete additional assignments as deemed necessary by management.

Position: Exempt – Resume Required for Qualified Candidates

This posting will expire internally on October 12, 2026.

Daikin America, Inc., the world's foremost developer and manufacturer of fluorochemical products, has exceptional opportunities for dynamic, collaborative individuals who share our values and beliefs in Safety, Environment, and Quality. Daikin America's excellent compensation and benefit structure

provides health and medical insurance (including dental and vision), paid vacation and holidays, retirement plan, and bonus eligibility.

Daikin America, Inc. is an equal opportunity employer.

Job Type: Full-time