

# Manager Program & Portfolio Strategy - Hydraulics

## Your tasks

### Position Summary:

We are seeking an experienced and strategic **Manager Program & Portfolio Strategy - Hydraulics** to lead the development and scaling of our hydraulics business platform. This role is responsible for defining the long-term portfolio architecture, product mix strategy, sourcing model, and go-to-market framework that will drive sustainable and profitable growth. This is a high-impact individual contributor leadership role with enterprise-level influence. The role will work cross-functionally with Product Management, Operations, Supply Chain, Sales, and Finance to ensure that capacity, portfolio, and market strategy are fully aligned.

### Key Responsibilities:

#### Platform & Portfolio Strategy

- Develop and own the long-term hydraulics platform and portfolio roadmap.
- Define optimal product mix aligned with market demand and margin targets.
- Lead portfolio rationalization and expansion initiatives to improve profitability and competitiveness.
- Translate market and customer insights into actionable portfolio strategies.
- Partner with Supply Chain and Operations to ensure sourcing supports growth objectives.

#### Go-To-Market Architecture

- Define segment-specific go-to-market strategies for hydraulics platforms.
- Support pricing, positioning, and value proposition development.
- Partner with Sales and Marketing to ensure market readiness and execution alignment.

#### Capacity & Investment Alignment

- Align manufacturing capacity and capabilities with demand forecasts and growth priorities.
- Support capital investment planning and business case development.
- Identify structural constraints and recommend mitigation strategies.

#### Cross-Functional Leadership



Job ID  
**REF95590T**

Field of work  
**Marketing and Sales**

Location  
**Fairlawn**

Leadership level  
**Leading Self**

Job flexibility  
**Onsite Job**

Legal Entity  
**ContiTech USA, Inc.**

- Serve as the strategic integrator across Product Management, Operations, Sales, Supply Chain, and Finance.
- Lead cross-functional growth initiatives and governance forums.
- Provide data-driven recommendations to senior leadership.

## **Performance & Governance**

- Establish and monitor key performance indicators related to platform growth, mix, and profitability.
- Lead regular business reviews focused on hydraulics growth performance.
- Drive continuous improvement in strategic planning and execution alignment.

## **Your profile**

### **Required**

- Bachelor's degree in Engineering, Business, or related field.
- 10+ years of experience in industrial, manufacturing, or engineered products environments.
- Strong background in hydraulics, fluid power, industrial systems, or related markets.
- Proven experience in portfolio strategy, platform development, or business scaling.
- Demonstrated ability to influence without direct authority.
- Strong analytical, financial, and strategic planning skills.
- Excellent communication and stakeholder management abilities.

### **Preferred**

- Experience leading multi-site or global product platforms.
- Experience supporting major capacity expansions or platform launches.

## **Our offer**

### **THE PERKS**

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts.
- Competitive Bonus Programs
- Employee 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Hybrid Work
- Employee Assistance Program

- Future Growth Opportunities, including personal and professional.
- And many more benefits that come with working for a global industry leader!

#### **EEO-Statement:**

EEO / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities for qualified individuals with a disability and protected veterans, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to [Careers@conti-na.com](mailto:Careers@conti-na.com) or contact US Recruiting at 800-821-2727. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

Ready to drive with Continental? Take the first step and fill in the online application.

## **About us**

### **THE COMPANY**

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent, and affordable solutions for vehicles, machines, traffic, and transportation. In 2023, Continental generated sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe, and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 42,000 employees in more than 40 countries and sales of some 6.8 billion euros (2023), the global industrial partner is active with core branches in Asia, Europe and North and South America.

Are you ready to shape the future with us?