



Job Description

Effective Date: July 27, 2010

Job Title: Product Manager Energy Business

Reports to: Vice President, Energy & Industrial

Job status: Salary

Pay range: DOE

Who: (Beliefs, values, characteristics, attitude)

- Empathic focus on customer service/satisfaction
- Fog cutter—can sort through the haze of opportunities and focus in on the winners—understands and lives by the 80/20 rule
- Good listener able to solve customer applications with existing products and determine new product opportunities
- A big picture thinker interested in providing customers with systems solutions
- Charismatic relationship builder
- Self motivated and self directed with high sense of urgency
- Creative risk taker—embodies the entrepreneur spirit
- Outspoken champion for customers and product solutions
- Thorough and detail oriented but not a perfectionist
- Tenacious about task completion and project deadlines
- Strong leader who is not afraid to make decisions
- Ability to simultaneously work and properly prioritize multiple projects

Purpose / Summary:

The Product Manager will be responsible for marketing energy metering products into the buildings market. This includes assessing and prioritizing customer and market requirements, working closely with engineering to deliver market-leading products, and managing successful product launches. It also includes supporting products that are already targeted at the buildings market.

Responsibilities: (Results)

- Manages multiple product lines in the Veris Energy division to meet customer needs at desired ROI's.
- Develop business plans for Buildings market, forecast sales volumes, market penetrations, mix and set price strategy to achieve planned contribution margins. Analyzes market trends and potentials. Positions and differentiates products in the marketplace through competitive analysis.
- Interfaces with multiple groups to develop new products and modify existing products via NPI processes. Directly engage customers to effectively integrate voice of customer feedback into product requirements. Provides supporting services to transition products from development to launch.
- Executes product line plans through written marketing proposals and definition of valuable product features and benefits.
- Train and support selling activities, including development of sales tools and collateral material
- Sales forecasting, product life cycle management and conflict/bottleneck resolution

Requirements:

Education: Degree in Business or Engineering or associated scientific field recommended. MBA or other advanced degree desirable, but not required.

Experience:

Track record of success defining and launching excellent products
6-8 years of relevant work experience in Data acquisition & logging, energy reporting and HVAC/building control systems
>5 years in product management/marketing positions, including international experience
Excellent technical depth in power measurement/power delivery in the energy industry
Proven ability to influence cross-functional teams without formal authority, and to work effectively with customers, development, and field teams
Outstanding leadership, teamwork, and communication skills
Experience with and in-depth knowledge of the NPI phase/gate process.