opengear

Job Title: Product Manager (Lighthouse Software)
Department: Office of the CTO
Reports To: CTO (San Jose, CA)
Location: Edison, NJ

SUMMARY

Opengear (a 2017 Deloitte Technology Fast 500 company) is a well-established global and profitable company developing innovative software and appliance solutions for provisioning, orchestration and remote management of network infrastructures. Opengear business continuity solutions are trusted by major enterprises globally for delivering secure, resilient access and automation for their critical IT infrastructure.

Lighthouse 5 is the Opengear software platform for Out-of-Band and Network Operations Management solutions. We are seeking a market-facing Product Manager who will be the internal authoritative contact for all matters related to the product. The ideal candidate has the knowledge and experience to define strategies, execute them, gather market requirements, define product priorities, own the product roadmap and ultimately drive product adoption and market penetration.

The position is based at our Edison-NJ office, part of the OCTO/Product Management team.

DUTIES AND RESPONSIBILITIES

* Understand the market, obtain customer feedback, apply business and technical criteria to articulate product and market requirements
* Own the product roadmap and related processes, managing product development priorities, working with technical product management and engineering teams based in Brisbane, Australia
* Be an effective central point of contact for the product, a liaison between sales, marketing, engineering, operations
* Collaborate with sales and marketing to define product packaging, pricing, positioning, and go-to-market strategies, and provide technical content for marketing and sales tools
* Support sales efforts through direct interactions with customers in calls, meetings, industry events
* Manage beta programs, customer advisory boards
* Some domestic/international travel required (up to 20%)

REQUIREMENTS/QUALIFICATIONS

* 5+ years of software product management experience
* B.S. degree or equivalent experience
* Solid knowledge/experience in data center/networking or adjacent space
* Strong analytical skills, including the ability to create models that can drive business decisions
* Strong project management skills, driving efforts involving global teams to fruition
* Ability to communicate effectively with both technical and non-technical audiences
* Experience working in geographically distributed teams, strong self-management skills
* Experience with hardware vs. software vs. service business models is a plus

The successful candidate will be offered a competitive compensation and a generous benefit package.