

Job Title: Senior Product Manager

Department: Office of the CTO

Reports To: CEO

Location: USA (Sandy, New Jersey or home based)

SUMMARY

Founded in 2004, Opengear delivers next generation intelligent solutions for managing critical IT and communications infrastructure. Opengear smart solutions equip our customers' networks with smart automation and bulletproof resilience, enabling them to optimize technical operations and secure business continuity.

Working at the nexus between business, technology and design, the Senior Product Manager will create the strategic vision for Opengear's products, build an actionable plan to reach that vision, and work with the development and marketing teams to design, build and roll out products that maximize business value.

DUTIES AND RESPONSIBILITIES

The Senior Product Manager will be Opengear's product portfolio owner, responsible for an existing, rapidly developing hardware and software product range, with duties including:

- Overall product vision, strategy and the long-term roadmap
- Ensuring alignment with business needs, long-term strategy, overall market and customer requirements
- Continuous engagement with key customers and prospects to understand their current and future needs and identify new opportunities
- Liaising with the technical sales team to track and guide current and emerging field applications
- Conceptualizing high-level requirements to enhance user experience and inspiring user-centered design of each product as a whole
- Defining features and requirements necessary to deliver complete products to market
- Analyzing the business case for customer specific features and OEM products
- Driving and coordinating Engineering, Production and Marketing teams to deliver quality products in a timely, predictable and consistent manner
- Maximizing the business value of the company's products (including revenue, market share and profitability)
- Acting as an internal and external evangelist for the company's products, roadmap and strategy
- Working with external parties to assess partnership opportunities

- Developing white papers and other solutions collateral at executive and technical user levels
- Running beta and pilot programs

REQUIREMENTS/QUALIFICATIONS

- 5+ years of product management experience with a proven record of managing all aspects of a successful product throughout its lifecycle
- Solid technical background in computing and network products, preferably with experience in the data center market
- Experience working in distributed teams spanning multiple continents is mandatory; experience with Agile/Scrum development environments highly regarded
- MS/BS in computer science or engineering; MBA a plus
- Capable of developing deep product expertise rapidly; able to perform market research and business case analysis
- Ability to work independently and in a team environment
- Detail oriented with excellent organization and planning skills
- Excellent written and oral communication skills
- Strong desire to make a difference and a willingness to roll up your sleeves and get things done
- Some domestic and international travel required