



## Senior Product Manager

Product Management / Marketing/ Engineering/ Manufacturing

Moncton, New Brunswick

Do you want to work for a dynamic and rapidly growing company that is an industry leader in our field? Greystone Energy Systems Inc. is dedicated to developing high quality and innovative solutions for its customers with unsurpassed customer service.

### The Opportunity

We are growing and looking for a motivated **Senior Product Manager** to join the Product Management team working in Moncton, New Brunswick.

### Objective & Summary

- Work with all stakeholders to deliver the next generation of Greystone products. You must be a hands-on Senior Product Manager who can get involved with architecture and technology discussions leading the development of a 2-3-year strategic product roadmap. Through a sound product management process your strategic thinking combined with a hands-on work ethic you will lead the product management team to deliver a clear product vision for the future.
- Own the product's strategy, developing and maintaining the product roadmap, and conveying the roadmap to the development team.

### Principle Duties & Responsibilities

- Lead the product roadmap strategic direction through customer and market research including (1) Emerging Technologies, (2) Market Segmentation, (2) Competitor Product Landscape, and (3) Customer needs.
- Coordination & presentation of strategic product roadmap discussions with senior management quarterly
- Based on strategic product discussions recommend present and future product lines and/or upgrades through cross-functional working sessions to discover the right product offering and experience.
- Lead product manager(s) and provide product development direction to cross-functional teams to develop and deliver new or enhanced product lines aligned with the product roadmap.
- Lead the development of Product Management best practices.
- Collection, analysis and reporting of KPI's across product line families including business case approval and product cost/ROI analysis throughout the design cycle including final ROI upon design release.
- Manage 2-3-year Product Road-map bringing new products to market by analyzing proposed product requirements, product development programs, return-on-investment analyses and overall New Product Introduction schedules across Sales, Engineering and Operations.

- Product feasibility analysis for new products, upgraded products and existing products considering sales volumes, pricing data and production cost.
- Collect and analyze feedback from customers, stakeholders and other teams to shape requirements, features and end products
- Ability to travel both domestically and internationally while possessing or ability to possess a valid passport would be considered an asset.

### **Education, Training & Experience**

- University degree or College diploma – Preference for related technical field.
- 5-10 years product management experience.
- Strong leader and experience in building high performing teams.
- Experience in developing Product Management best practices.
- Knowledge/experience of HVAC and/or electronics would be a strong asset.

### **Skills and Competency Requirements**

- Respects the value of data-centric product development. You are passionate about data-driven decision-making and garnering consumer insights.
- Openly shares your opinion and is comfortable proposing new ideas and processes.
- Experience working in collaborative cross functional teams to deliver new products to market.
- Experience in business case analysis, commercial issues and profit/ loss analysis.
- Team player with strong written and verbal communication skills and the ability to work with diverse internal and external customers.
- Hands-on and detail-oriented, and able to deliver results in a fast-paced environment with many competing priorities.
- Understanding of product release cycle's as it relates to new product introductions would be consider an asset.
- Ability to observe, receive and otherwise obtain information from all relevant sources.
- Ability to communicate and work with technical and non-technical staff to define product requirements.
- Responsive, flexible and able to succeed within an open collaborative peer environment.
- Motivated to work in a data driven environment with a desire to drive improvement into existing and/or new product designs.
- Strong computer skills (MS Office Suite, SYSPRO, JIRA, etc.).
- Effective project management skills.
- Exceptional attention to detail.
- Personable, presentable & articulate.
- Commitment to continuous improvement and resource development.

Preference will be given to applicants that can prove a successful track record.

Please provide at least three (3) reference names and email addresses of people who are very familiar with your skills, abilities and experience. All references will be contacted for successful candidates.

Only those who will be considered for the next step of the application process will be contacted

**Applications should be forwarded to Sima Eskandari, HR Manager**  
[Eskandari.s@greystoneenergy.com](mailto:Eskandari.s@greystoneenergy.com)