



GREYSTONE
ENERGY SYSTEMS INC

Product Management Specialist

Product Management / Engineering/ Manufacturing/ Project Management/Marketing
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 looking for a highly motivated, organized, creative and positive-minded person for our team. The Product Management Specialist will work within the Product Engineering group.

The Product Management Specialist will be working collaboratively with sales, marketing, R&D and end customers in defining product specifications, production timetables, pricing, and time-integrated plans for New Product Introductions (NPI).

The Product Management Specialist will work with Customers, Partners, Sales, Engineering, Operations, Marketing and other stakeholders to guide new product development activities in a manner that provides unique benefits and superior value to Greystone Energy Systems and its customers.

The Product Management Specialist will assist in the growth of the company's product portfolio by identifying potential products; conducting market research and generating product requirements to create business cases to present to Management.

The Product Manager will be responsible for delivering and maintaining a portfolio of products that are commercially successful, competitive and profitable while continuously improving the position of the company in the market.

Responsibilities will include the following;

- Assist in defining product requirements through customer and market research including (1) Emerging Technologies, (2) Market Segmentation, (2) Competitor Product Landscape, and (3) Customer needs.
- Recommends present and future product lines and/or upgrade features once full market and competitive landscape is understood including functionality gaps in existing products.
- Assist in the development and maintenance of the 2-3-year Product Road-map bringing new products to market by analyzing proposed product requirements, product development programs, return-on-investment analysis and overall New Product Introduction schedules across Sales, Engineering and Operations.

- Assist in product feasibility analysis for new products, upgraded products and existing products considering sales volumes, pricing data and production cost.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks and participating in professional societies.
- Ability to travel both domestically and internationally while possessing or ability to possess a valid passport would be considered an asset.

Management

- This position reports to the Product Manager with a dotted line to the Director of Product Engineering.

Education, Training & Experience

- University degree or College diploma – Preference for related technical field.
- 2-3 years product management experience.
- Knowledge/experience of HVAC and/or electronics preferred.
- Experience in related areas such as the following would be considered an asset:
 - Understanding the Customer.
 - Product Development/New Product Introductions.
 - Requirements Analysis.
 - Competitive Market Analysis.

Skills and Competency Requirements

- Experience working in collaborative cross functional teams to deliver new products to market.
- Experience in business case analysis, commercial issues, profit and loss analysis preferred.
- 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 and working knowledge of HVAC Products within a design and manufacturing environment.
- Demonstrated understanding of product release cycle's as it relates to new product introductions would be consider and asset, but not mandatory.
- Demonstrated knowledge and skills working in product lifecycle management applications (vaulting - Checkin/Checkout) would be consider an asset, but not mandatory.
- Strong problem-solving ability.
- Ability to organize, plan and prioritize work.
- 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 of product development, strong analytical ability and a history of self-directed work experience.

Please submit your detailed resume outlining your recent experiences.

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