

cyclomedia

Geo Data Driven Insights

Product Manager – US Utilities

Job Summary

Are you passionate about solving some of the world's most pressing challenges and making mobility smarter, more efficient, and safer?

Are you interested in developing your career path within a global technology company that builds innovative solutions that help companies make the right decisions based on accurate geo-data?

We are looking for a Product Manager to join us at Cyclomedia and drive forward our geo-data insights product portfolio. You will craft a compelling product vision, strategy and roadmap that meets customer needs in our Utilities vertical.

With our geo-data products, we help customers solve exciting use cases in areas such as asset and infrastructure management, planning and safety, vegetation management and more. You will own the go-to-market strategy and work with internal teams to determine positioning, packaging, and pricing of our product portfolio.

This role is a great fit for a product manager with real passion for geo-data technology & Utilities (i.e., US based Power Utility Companies), great technical depth, principled thinking, excellent product judgment, bold innovation, and a mentality of starting with the customer first.

Job Duties

- Craft a product vision, strategy, and roadmap for the Utility Market to deliver winning value propositions.
- Manage the Utility Market product line life cycle, including proactively managing the launch of new products and evaluating the evolving market direction and business case.
- Determine customer needs and desires by conducting customer interviews, secondary research, and other industry market research; leverage feedback and other data to support prioritization decisions
- Identify new potential opportunities within the Utility Market and present them through a clear New Product Initiative process, including a go-to-market strategy.
- Monitor trends, competitive activity, and industry developments and update product line roadmap accordingly.
- Determine product pricing by utilizing market research data, analyzing contribution margin, and collaborating with key stakeholders from Operations and Finance.
- Collaborate closely with Research and Development teams to build and manage a prioritized backlog of user stories and customer problems.
- Partner with Sales, Solution Engineers, and other Product Managers in the US and Europe to understand how we can better meet users' needs & expectations.

- Work with our Marketing team to create and support the development of original sales and marketing content.
- Support market development and pre-sales activities by presenting compelling stories to customers, partners, press, and at conferences.
- Maintain and grow key relationships with Utility stakeholders.

Skills and Experience

- Bachelor's or Master's in Business, Computer Science, GIS, or related field.
- 3-5 years + of relevant experience in a B2B / technology-driven business.
- Have a solid understanding of customer needs, the competitive field, and potential partners within the US Utility market
- Successfully initiated, developed, and launched new product initiatives that resulted in significant revenue growth.
- A passion for geo-data technology and the Utility market.
- Excellent communication skills, able to present and engage with both internal and external stakeholders at all levels of the organization.
- Highly analytical with strong business acumen, able to transition easily between the strategic and the detailed
- Successfully created and executed a Go-To-Market plan for a new initiative
- Comfortable in a fast-paced entrepreneurial environment and self-motivated
- Ability to travel a minimum of 15% of the time.

About Us

Cyclomedia's team helps make the world safer, greener, more accessible, and smarter!

With over 40 years of proven experience capturing street level imagery in different environments, Cyclomedia develops, builds, and operates the world's most advanced mobile mapping systems. A combination of sensors ranging from cameras and LiDAR scanners to state-of-the-art positioning systems captures, measures, identifies and maps areas in the United States and Europe.

Benefits

Working with Cyclomedia has benefits!

The benefits go beyond assisting others and helping make the world a greener place. Below are just a few of the additional benefits of joining our team.

- Affordable medical, dental, and vision insurance with domestic partner coverage
- 401(k) Plan with company match
- Life and disability insurance
- Paid time off, including your birthday and holidays
- Employee assistance program
- A fun and collaborative team

Learn more about us at www.cyclomedia.com