

Business Development Group: Product Manager (BD_PM1)

- DESCRIPTION:
- Define product requirements based on explicit and implicit customer requirements
 - Work closely with the engineering team to ensure that the product is designed to the defined specification
 - Position the product against competing solutions (costs, features, timeline, etc.)
 - Build a detailed all inclusive cost model for the product
 - Set pricing to meet revenue and profitability goals
 - Develop marketing collateral that succinctly communicates the features/benefits of the product (specification sheets, presentations, etc.)
 - Perform product demos to customers
 - Develop a product road-map which will maintain market leading position
- REQUIREMENTS:
- 3+ years of Product Management experience with hardware or materials (non-software) products
 - 1+ years of photovoltaic industry experience (ideally in c-Si segment)
 - Demonstrated success defining and launching excellent products
 - Team player
 - Proven ability to influence cross-functional teams without formal authority
 - Excellent written and verbal communication skills
 - Strong technical background
 - Must be able to travel 20% of the time
 - Bachelor's degree (MBA preferred)
- RELOCATION: Competitive relocation packages are offered for highly qualified candidates