

PRODUCT MANAGER POWER & UTILITIES

Toulouse, CDI, Starting date: 01/03/2018

Delair

Delair is a world leader in professional UAVs and data solutions for Industries, Ag, Geospatial and Security. Its solutions revolutionize the way industries work with aerial digital data.

So far with customers in more than 80 countries, Delair's growth and expansion has been phenomenal.

By joining Delair, you will do much more than just participate to the development of worldwide industrial drone solutions. You'll help many industrial companies make strategic decisions based on reliable & cost efficient data.

Imagine a job you can enjoy while having an impact on a brand-new market. You can make a difference every single day as you develop and implement your ideas as part of a brilliant, cutting edge company!

It is in technical excellence and perpetual innovation process that we recognize ourselves.

This is why we encourage pioneering ideas and incent our teams to develop their creativity.

As a young, energetic and highly motivated team, we work in a stimulating and pleasant working environment. Dedication and innovation are rewarding and rewarded, giving you a unique opportunity to gain valuable and challenging experience in a rapidly growing business with passionate and easy-going enthusiastic people.

Job description

We are looking for a Product Manager "Power & Utilities", who will be responsible for the hardware products, analytics and services Delair offers to the Power & Utilities sector. The product manager reports to the Chief Product Officer (CPO).

Your missions

The Product Manager's missions are:

- Have a vision about the Power & Utilities market, the main players and its future evolution.
- Have precise insights in the needs of the customer, today and in the future as well as insight in what the competition offers.
- Define a product strategy for addressing the Power & Utilities market taking in to account the potential of the market, the needs of the customer and the technical capacities of the company.
- Propose, validate and be the owner of the Power & Utilities product roadmap, define the specifications of product updates, new products and follow the developments. Make sure that the products fit with business model and strategy of the company.
- Propose the 'go to market' strategy of the products using the sales channels and options available (indirect distribution, direct sales, partnerships, etc.)
- Manage the release process of new products and features including writing the sales documentation and organizing the training of the internal teams.
- Evaluate the performance of product features.
- Collect and prioritize product ideas
- Support the sales team during their daily sales activities.

The Product Manager interacts with different entities of the company :

- Works with the CPO in defining the product strategy, the 'go to market' strategy and the future roadmap, to ensure a fit with the business model and strategy of the company
- Follows the development projects and works with the CTO for evaluating engineering resources and technical capabilities
- Feeds the marketing team with information about relevant conferences as well as articles and discussions related to the use of the products in the Power & Utilities market
- Helps the sales organization in placing the product and developing the market together with the VP Sales
- Is in charge of the product documentation of the Power & Utilities business and makes sure there is coordination with the different business units (Engineering, Sales, Marketing etc)

The Profile

We are looking for people with a technical background and some product management experience, ideally from the power and utilities sector.

Proven experience of success in launching a new product in a very innovative context is an important requirement.

We also value technical industry knowledge, especially regarding powerlines.

Since the job involves intercultural business relationships, we will take into account international professional experiences.

ATTRIBUTES

- Autonomous: Capable to work individually in a position of independence in the company
- Quick learner: Capable to understand the systems and our offer
- Strong character: Capable to work in a demanding environment
- Empathic person: Capable to understand the client's needs, gain their trust and convinced them to buy
- Result-driven: Capable to articulate goals and stablished timelines
- Capable to express himself/herself in different languages in a clear and direct way
- Creative and reactive: Capable to solve problems and possess and appropriate sense of urgency
- Good work ethics
- Persistent for the purpose of succeeding. It's all about winning the deal!
- At-ease in very technical environments with some notions of computer science, data processing and imagery

QUALIFICATION AND SKILLS

- Fluent in English, sound knowledge of French, extra languages will be appreciated.
- Good writing skills
- Technical knowledge: Interest in the innovation, technical environment and drone industry and/or remote data acquisition (aerial, satellite, others)
- Knowledge of PLS-CADD is an added value.

