

# CAREERS



<b>Job Title:</b>	Product Manager "Power & Utilities"	<b>Duration:</b>	Indefinite
<b>Location:</b>	Toulouse	<b>Position:</b>	Employee
<b>Applications Accepted By</b>			
<b>E-MAIL: <a href="mailto:HR@DELAIR-TECH.COM">HR@DELAIR-TECH.COM</a></b> Please include your cover letter, LinkedIn profile link, and CV when sending your application.			
<b>Job Description</b>			
<p><b>ABOUT DELAIR-TECH</b></p> <p>Delair-Tech, a leader in professional UAVs, provides aerial-imagery-based data to help industries make informed decisions. Experts in both long-range UAV manufacturing and data processing, Delair-Tech delivers end-to-end solutions, from data acquisition to business analysis. Created in 2011, Delair-Tech is represented in more than 80 countries and has over 100 global employees with specialized solutions in various sectors, including : agriculture, geomatics, transport, electric power, oil and gas, mining, and security.</p> <p>In 2016, Delair-Tech is continuing to consolidate its position in the commercial UAS market by acquiring the UAS business of Trimble, Gatewing. Alongside its acquisition, Delair-Tech has signed strategical distribution agreements with Trimble.</p> <p>Who is the team behind Delair-Tech? The ambitious and fast growing 100 people team is headquartered in Toulouse, France, with offices in Ghent (Belgium), Singapore and Los Angeles (USA).</p> <p><b>JOB DESCRIPTION</b></p> <p>We are looking for a Product Manager "Power and Utilities" who will be responsible for the hardware products, analytics and services Delair-Tech offers to the Power &amp; Utilities sector. The product manager reports to the Chief Product Officer (CPO).</p> <p>The Product Manager's missions are:</p> <ul style="list-style-type: none"> <li>- Have a vision about the Power and Utilities market, the main players and its future evolution.</li> <li>- Have precise insights in the needs if the client, today and in the future as well as insights in what the competition offers.</li> <li>- Define a product strategy for addressing the Power and Utilities market taking into account the potential of the market, the needs of the client and the technical capacities of the company.</li> <li>- Propose, validate and be the owner of the Power and 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.</li> <li>- Propose the 'go to market' strategy of the products using the sales channels and options available (indirect distribution, direct sales, partnerships etc).</li> </ul>			

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- 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 prioritise product ideas
- Support the sales team during their daily sales activities.
- Interact with different entities of the company (Engineering, Sales, Marketing etc) to ensure a fit between the 'go to market' strategy and the strategy of the company.

### 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

- Languages : French : Fluent  
English : Fluent  
Other 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.