



JOB TITLE: Product Manager

DEPARTMENT: Customer Support

The **Product Manager** is responsible for product planning. This includes managing the product throughout the product lifecycle; gathering and prioritizing product/solution requirements; defining the product/solution vision; working closely with Engineering to deliver winning products. In addition, the Product Manager ensures that the product and marketing efforts support the Company's overall strategy and goals.

This is an on-site position based in San Diego, CA

DUTIES AND RESPONSIBILITIES:

- Define the product strategy and roadmap
- Manage product lifecycles
- Deliver MRDs and PRDs with prioritized features and corresponding justification
- Work with external third parties to assess partnerships and licensing opportunities
- Be an expert with respect to the Company competitors
- Prepare supporting market analysis
- Develop the core positioning and messaging for the product
- Provide all customer facing product materials
- Define product demos
- Develop product collateral
- Propose product development budget
- Brief and train the Sales Team at quarterly sales meetings on technology and market direction

QUALIFICATIONS:

- Minimum of 10 years' experience as a Product Manager
- Demonstrated success defining and launching excellent products

- 5+ years of experience in IOT market
- Excellent written and verbal communication skills
- Bachelor's degree in Engineering is a must (MBA preferred)
- Technical background, with experience in telecommunication