



Title Product Manager

Reports to President

Job Description

Are you passionate about clean technology? Are you motivated by change, creativity, and innovation? Do you have a balanced perspective that allows you to prioritize multiple projects effortlessly? Are you a natural problem solver with big picture vision?

Array Technologies, Inc. (ATI) is currently seeking a Product Manager to create product strategies, reduce time to market, strengthen market adoption, and improve end-customer value recognition world-wide. In this position you will play a critical role in developing the programs and processes related to product management for innovative solar tracking technologies that will change the way energy works in the world.

Array is the global leader in solar tracking. We are experiencing explosive growth built on our best-in-class technology and dynamic team. Come change the world for the better with the company that has been leading the solar energy revolution for three decades.

Duties and Responsibilities

- Lead product management activities related to business case development, value proposition design, customer feedback on product design, and go-to-market strategy for product launches
 - Create a core network across a global organization that enables valuable impact to the product design and refined go-to-market messaging
 - Develop a regular program for Product Management to create overall product strategies and develop product roadmaps
 - Perform industry / market segment / customer analysis, competitive analysis, product financials analysis
 - Interface directly with customers to gather valuable feedback and translate into relevant product requirements
 - Conduct on-site visits and collect input from field operations to impact change on the product immediately if needed
 - Manage product introduction process from concept to first revenue shipment
 - Collect and analyze product performance data (market, financial, operational) to identify new areas of opportunity and improvement
 - Create value proposition design and business case development, including forecasting and product market adoption projections
 - Lead workshops with the leadership team to review analysis, discuss proposed roadmaps, determine action plan and resource planning
 - Represent market demands and customer needs to influence the NPI process
 - Collaborate in the development of the NPI processes, provide input and ideas for process improvement, and participate in a cross functional team to support the NPI roadmap
 - Develop technical product marketing collateral and content, implement go-to-market launches and associated product marketing campaigns
 - Support sales and business development teams to promote product adoption, including team training
 - Other duties as assigned
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Personal and Technical Skills

- Self-motivated, driven and capable of leading cross-functional teams
- Solid performance record in highly technical environments

- Highly communicative, influencer capabilities
 - Ability to prioritize multiple tasks and create timely results
 - Excellent planning and organizational skills
 - Creative, innovative, and pro-active
 - Possess a sound understanding of product management principles for a global manufacturing company
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Education and Experience

- BA/BS degree in engineering. Masters degree a plus.
 - Minimum 8 years of experience in industrial B2B companies
 - Minimum 5 years of experience in product management roles
 - Professional experience in solar or renewable energy industry considered a plus
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Location and Language

- Position is preferably based in Albuquerque, NM, but other locations will be considered
- High fluency in English necessary, additional languages considered a plus