



**Title: Product Manager, Performance and Applications**  
**Reports to: VP, Office of Program Management**

**Company and Position Description**

Array Technologies, Inc. is the global leader in solar tracking and is experiencing explosive growth built on our best-in-class technology and dynamic team. Array is seeking highly skilled, self-motivated people who want to accelerate the world's adoption of clean and economical energy. If you meet these criteria, please consider the company that has been leading the solar energy revolution for nearly three decades.

Do you find fulfillment in knowing you are playing a critical financial role supporting a market-leading product? Array Technologies, Inc. is currently seeking a Product Manager to help take us to the next level of excellence in the definition and development of products, applications, and services for the utility scale solar tracking industry. In this position you will play a critical role in bringing new products, applications, and product enhancements to market in the areas of PV plant performance enhancements, performance optimizations and associated applications.

The Product Manager will be responsible for product definition, innovation, and roadmap. The position is full-time and exempt.

**Duties and Responsibilities**

- Be the thought leader on applications innovation
- Work cross-functionally to define products, applications, and services that meet market and customer needs
- Work with company departments such as sales, engineering, marketing, applications engineering, project management and service to ensure that all program objectives are satisfied
- Work directly with Program Management to clearly define program metrics
- Own product lifecycle management
- Understand market dynamics as they apply to product and roadmap definition
- Collect Voice of Customer to understand customer needs and requirements
- Perform competitive analysis
- Define product positioning
- Create market requirements documents for new product introductions
- Create and defend business case and program budget needs
- Contribute and own as needed to the product development stage gate process.
- Prepare materials for stage gate approval meetings
- Regularly report status of new product introduction programs
- Create internal and external training collateral and execute trainings
- Represent Array Technologies, Inc. at trade shows, conferences, and speaking engagements.
- Support sales, applications engineering, and marketing in customer interactions and sales process.
- Initiate and execute improvements to the product development process
- Identify outside resources as needed to achieve program goals
- Other duties as assigned

**Required Knowledge, Skills, and Abilities**

- Knowledge and experience defining and launching product improvements to PV plant performance, analysis, and commissioning preferred
- Knowledge and experience defining and launching products to optimize BiFacial, Thin Film, ½ Cell PV module technologies and performance preferred.
- Successful track record of defining and launching new solar modules, racking, tracking, inverter, or data systems to market preferred
- Relentless commitment to customer value and innovation
- Excellent verbal and written communication and presentation skills
- Ability to clearly articulate market and customer requirements.



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- Ability to achieve results with diverse teams, manage multiple resources, and competing priorities
- Experience with Sales Force Software a plus.
- Experience with solar tracking, solar plant performance and monitoring, photovoltaic technologies such as bifacial and thin film modules, and solar plant optimizations a plus.
- Adept at public speaking

#### **Education and Experience**

- Bachelor's degree in related field or equivalent product management experience.
- Minimum of 5 years of experience in related fields with 3+ years product management or equivalent experience.
- Computer skills, including MS Excel, MS Word, MS Project, MS Power Point, MS One-Note
- Must be able to successfully pass a pre-employment drug test and background check.