



Wentworth Executive Recruiting has been retained by a client in Silicon Valley to secure a PRODUCT MANAGER for their renewable energy company. This is an exclusive search with Wentworth Executive Recruiting. Carol Ann Wentworth, CEO. [carolann@wentworthexecutiverecruiting.co](mailto:carolann@wentworthexecutiverecruiting.co) | c. 415.516.9343

## Position Title: Product Manager

Primary Functions: The Product Manager must possess a unique blend of business and technical savvy; a big-picture vision, and the drive to make that vision a reality. You must enjoy spending time in the market to understand the problems as they relate to the market and find innovative solutions for the broader market.

- Converting the needs to specifications, jointly finalized with the other team members representing Product Developers (Engineering), Marketing team members and as well as the financial team members.
- You will guide a multi discipline team that is charged with a product line contribution.
- This extends from increasing the profitability of existing products to developing new products for the company.
- You will build products from existing ideas and help to develop new ideas based on your industry experience and your contact with customers and prospects.
- You must have exceptional communication skills, both verbal and written to communicate to the departments of the company, key stakeholders, management, and staff.
- You will work with an engineering counterpart to define product release requirements.
- You will work with marketing communications to define the go-to-market strategy, helping them understand the product positioning, key benefits, and target customer.
- You will also serve as the internal and external evangelist for your product offering, occasionally working with the sales channel and key customers.
- The Product Manager's key role is STRATEGIC, not tactical. The other departments in the company will support your strategic efforts; you won't be supporting their tactical tasks.
- Must be technical strong. BSEE degree a huge plus.

## Key Responsibilities

- Managing the entire product line life cycle from strategic planning to tactical activities.

- Specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
- Driving a solution set across development teams; primarily Development/Engineering, and Marketing Communications, through market requirements, product contract, and positioning.
- Developing and implementing a company-wide go-to-market plan, working with all departments to execute.
- Analyzing potential partner relationships for the product.

## Requirements

- 7+ years of software/hardware marketing/product management experience.
- Computer Science or an Engineering Degree required.
- Direct experience and knowledge in the technology space required.
- Experience working in the renewable energy/solar vertical a strong plus.
- This position requires travel to customer and non-customer sites in North America and Europe (25%).

**Competitive compensation offering, salary, health care benefits, stock options.**

If you have the requirements we are looking for please feel free to submit a cover letter of interest and a current resume to: [carolann@wentworthexecutiverecruiting.co](mailto:carolann@wentworthexecutiverecruiting.co) We are interviewing and hiring immediately for this role. Thank you.