

Senior Product Developer and Manager

The Senior Product Manager contributes to PECI's goal of assisting communities in the development and implementation of products and programs that transform local energy systems.

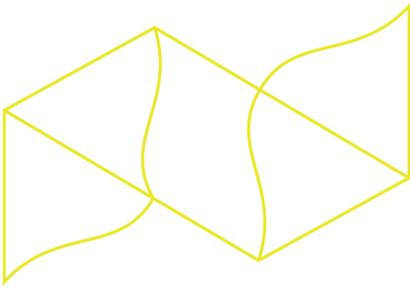
The Senior Product Manager tracks, validates performance, and designs strategies to accelerate the deployment of community energy projects and transform relevant energy markets. The Senior Product manager will work largely in cross-functional teams as a key contributor to new and existing community energy initiatives.

This position requires exceptional communication skills as the Senior Product Manager communicates the value of community energy and offers practical direction to a variety of organizations and sectors in order to encourage the development and deployment of products, services and best practices that will integrate into community energy systems or virtual power plants.

Your Typical Day Might Include

- Reviewing research on studies about new technologies, market developments and regulatory change that enables communities to successfully develop community energy projects that can operate as a virtual power plant.
- Soliciting and reviewing responsive technical implementation and financing documents for a community owned energy project or portfolio.
- Collaborating with national and international standards and ratings organizations to improve product specification and standards that enable the operation and control of virtual power plants.
- Partnering with communities and other partners to share insights and move market acceptance of pilots, products and projects that could help them meet their community's goals.
- Developing product implementation and continuous improvement plans and managing the staff and contractors doing the work.
- Putting out fires and doing what's required to keep forward program momentum, move the mission, and maintain positive relationships.
- Fostering and maintaining business relationships with community energy market actors to increase PECI's market influence.





Essential Functions (What You'll Need to be Good at Doing)

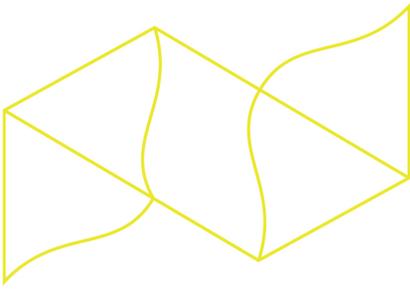
Operational Excellence

- Provide day-to-day leadership and management within a specific product or program vertical while keeping in service of the adopted mission and core values of the organization.
- Drive the product or program to attract and retain partners, funding and to deliver value in line with organization's mission, goals and objectives.
- Measure and improve effectiveness of internal and external processes.
- Provide timely, accurate insight on the operating condition of the product or program vertical without creating siloes.
- Think and act on the right mix of innovation and infrastructure - how to scale and also how to document, communicate, implement and refine products and processes without becoming rigid.
- Collaborate closely with Director of Operations and Product Development to understand and implement plans that accommodate the smart growth objectives of the organization.
- Assist, as required, in gathering analysis and data to inform and meet operational and growth objectives.
- Foster and maintain a flexible, transparent, success-oriented, and accountable environment within the organization.
- Represent the organization with clients, funders, business partners and the general public.

Product Enhancement and Management

- Oversee research for new products, product enhancements, and product redesign.
- Ensure that product development activities align with the goals of the organization.
- Make recommendations on the potential and practicality of products in development.
- Evaluate and resolve technical feasibility, design optimization, and production and implementation issues.
- Ensure that marketing/promotional literature match product specifications and speak to customer value.
- Research and monitor industry developments, customer value creation trends and identify potential new product opportunities and enhancements.





Product Enhancement and Management (But wait! There's More.)

- Relentlessly build client care and value into offerings through interest in and understanding of client and partner needs and objectives.
- Determine customers' needs and desires by specifying the research needed to obtain market information.
- Understand what value market competition (including doing nothing) provides to those we serve and be able to articulate and differentiate our products and programs.
- Work closely with business development personnel and independently to promote PECl products to communities.
- Incorporate community feedback into products.
- Align beta testing and pilot needs with willing stakeholders and interested funders.
- Apply lessons from pilots and beta testing toward developing a scalable product or program business model.
- Determine product pricing by utilizing market research data; reviewing costs; anticipating volume; identifying revenue sources and creating a go to market strategy
- Complete operational requirements by scheduling and assigning employees, contractors and partners, and following up on work results.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.

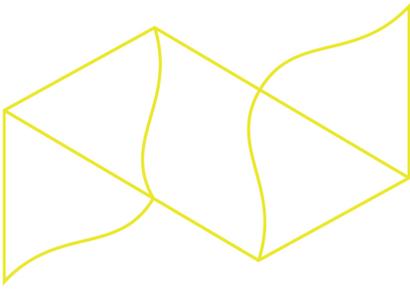
Competencies (The Way People Likely Describe You)

- Results Driven
- Decision Maker
- Adaptable
- Highly Accountable and Trustworthy
- Attentive to Detail
- Empathetic

Supervisory Responsibility

This position has supervisory responsibility over any employees working within the assigned product or program vertical and cross-functional non-supervisory authority over internal customer service teams working on verticals the manager supervises. A wide degree of creativity and latitude is expected.





Expected Hours of Work and Travel

This position sometimes requires long hours and weekend work and may also require travel. We will do what we can to meet caregivers half way and try to strategize and plan ahead so that we can minimize conflict between work, life and caregiving.

Required Education

- Bachelor's degree in business, engineering management or related field.
- 5-10 years of product development and strategic product management experience.

Additional Eligibility Qualifications

- Insatiable desire, ability and willingness to learn, grown and change professionally.
- Commitment to advancing state of the art and innovative business models, educational concepts, communication strategies and technology for the betterment of communities, the planet and humanity.
- Demonstrated experience working with emerging technology, innovation or new product development along the entire customer value chain in an enterprise environment.
- Creatively identifying and developing strategies to overcome specific market barriers in the early stages of product life-cycles.
- Knowledge of energy efficiency, electric utility business and operations, and/or energy markets.
- Flexible and able to multitask; can work in an ambiguous, fast-moving environment while also driving toward clarity and solutions; demonstrated resourcefulness in setting priorities and executing.
- Possesses personal qualities of integrity, credibility, and commitment to the mission.

Yes, That Means YOU!

We've read the research and we know that certain underrepresented groups in tech might read our post and think "Oh, gee, well I only have nine out of ten qualifications." If our mission and this job speak to you and you have the interest and ability to work smart, learn, and grow with us then we want you to apply for this job. Even if this is not the exact right opportunity for you, we want to know about you and keep you in mind for future posts.

PECI is an Equal Opportunity Employer. All applications will receive consideration for employment without regard to legally protected characteristics.

