

## PRODUCT MANAGER

Location : 4535 boul. Hamel #240, Québec

### POSITION SUMMARY:

Under the supervision of the Director, product management, the Product Manager is responsible for ensuring the worldwide sales growth of the product line under its supervision. The job incumbent must elaborate launch strategies, product development and commercial strategies, working very closely with the sales teams, business development and product development to reach the company objectives.

### MORE SPECIFICALLY:

#### Supporting the sales force and business development (BDM)

- Visit key customers, give or organise trainings to the sales force and BDM, participate to sales meetings and attend trade shows.
- Determine and deliver the documentation and pre-sale and after-sale tools needed to the launch.
- Give a technical answer to the customer's specifications and select the best alternatives to suggest.

#### Assisting in the development plan – Product Management

- Foster the product development by defining new product according to the market needs, feedback from the sales team and BDM, development strategy, etc.
- Conduct market studies in cooperation with the Strategic Marketing Manager in order to enforce the product development plan.

#### Participating to the launch

- Elaborate the strategy and launch plan in partnership with the Strategic Marketing Manager.
- Validate the technical documentation for each device, including detailed configurations, performances and spare parts or attached accessories.

### Team Management

- Recruit, train and coach the personnel of his or her department, in compliance with the effective policies
- Manage the personnel under his or her authority by complying with the mission, values and company management practices and by sharing those ones.
- Ensure a good communication within his or her team.

### WE ARE LOOKING FOR A CANDIDATE WITH THE FOLLOWING PROFILE

### REQUIREMENTS:

- 7 years of experience in a similar role in the high technology field
- 3 years of experience in project or integrated circuit product or sensors management (for example: LiDAR, RADAR, SONAR, Camera) used for driving-aid applications, active security and/or autonomous driving (automotive industry)
- Bachelor of Sciences, Engineering or technical field OR relevant experience and training
- Graduate studies (for example: MBA), an asset
- Excellent communication skills, both oral and written, with various customers (external customers, management, engineering team, etc.)
- Autonomous work skills and very high capacity to resolve problems
- Good analysis spirit and capacity for synthesizing
- Negotiation skills
- International travel experience
- Experience in Personnel Management, an asset
- Mastering commercial operating systems and MS Office Suite

### CONTACT

Please set your letter of intention with your resume to the attention of **Ms. Marie-Pier Fortier** by email to [rh@leddartech.com](mailto:rh@leddartech.com).

Only selected candidates will be contacted.