

Technical Product Manager

Wage information:	Salary + bonus
Reports to:	Executive Product Team
Education:	Bachelor's degree - Engineering or similar field
Experience:	2+ years similar experience
Location:	Salt Lake City, UT. No remote office option available.
Required travel:	As needed
Date:	Immediately
Correspondence:	E-mail careers@monnit.com only. NO CALLS OR DROP-INS will be accepted.

Position Summary

Monnit, the global IoT industry leader in remote monitoring solutions, is looking for a highly motivated Product Manager. A Technical Product Manager will develop product messaging and positioning and help set the sales and marketing teams up for success. As a member of the Product team, you will need excellent written communication and interpersonal skills with a real passion for engaging with customers, partners, and internal teams. You will have responsibility for creating and refine product roadmaps, definitions, and specifications, product messaging, positioning, content and collateral strategy, pricing, product launches, as well as orchestrating and managing our go-to-market strategy.

Job Responsibilities

- Work to ensure the sales organization can effectively position Monnit products and capabilities across different segments
- Define desired customer profiles, target personas and value propositions for each market segment
- Create and refine product roadmaps, definitions, and specifications
- Study and become intimately familiar with all Monnit products
- Work closely with product management, marketing, and sales enablement teams to launch new products and key capabilities
- Craft compelling product messaging, positioning, and use cases for existing products
- Build and manage a complete set of sales tools including presentations, data sheets, cheat sheets, value prompters, and more
- Collaborate with marketing teams to drive demand and adoption of Monnit solutions
- Build customer relationships to develop references, case studies, and vocal champions
- Be an internal authority to support the development of thought leadership and solution content for use in marketing and sales campaigns
- Report on the results and impact of your efforts

Qualifications

- BA/BS in Engineering or similar field
- Minimum of 2 years Product Management experience
- Proven experience in the creation and development of product strategy, positioning and messaging
- Proven interpersonal skills and the ability to quickly build effective working relationships with others at all levels of the organization
- Skilled communicator
- Proven ability in influencing others by adapting approach to suit the individual in order to achieve the right outcomes
- Exceptional written and verbal communication skills, strong business judgment, and high level of initiative, creativity and flexibility
- Demonstrated ability to operate in a fast-paced environment, balancing both strategic and tactical responsibilities