

Product Manager

Location: Valencia, CA

Type: Full-time

Reports to: VP of Marketing and Product Development

Salary: \$100-\$140K (annual)

Position Opened: 03/06/2024

About H2scan Corporation

H2scan was founded in 2002, and is headquartered in Valencia, California. H2scan helps our customers meet safety, regulatory and process control requirements in mission critical industries such as energy, utility, petrochemical, fuels cell and gas lines. We do that by providing the most accurate, tolerant and affordable continuous hydrogen sensors for monitoring of industrial processes that generate or use H₂, including transformer condition monitoring. H2scan holds 33+ patents and our products are sold in over 50 countries.

Job Description

We're looking for a proactive Product Manager to join our growing team!

Your mission is to guide your teammates and stakeholders to deliver the highest possible value to our customers and to our company. You'll provide overall management of the designated products: product planning, delivery and marketing throughout the product lifecycle. To succeed in this role, you will need to successfully develop and execute product strategies in a competitive marketplace. You must also have the ability to effectively manage multiple projects at once, and to collaborate with a diverse range of stakeholders. Additionally, you should have excellent communication skills and the ability to think proactively and strategically. Candidates should be driven, hard-working professionals who have at least three years of product management experience, preferably related to sensors, monitoring, or related electronic systems.

Responsibilities

- Support H2scan's Hydrogen Economy, Transformer and Process & Safety products
- Gather voice of customer data to understand effectiveness of existing products and justify new products or existing product enhancements based on feedback.
- Lead and manage product requirements and develop product category roadmaps.
- Develop and maintain a competitor market analysis.
- Become a technical resource for all H2scan products.
- Work with customer service, engineering, operations, and customers to meet product objective.
- Work with executive management and sales to optimize product pricing to achieve margin goals.
- Track product field performance statistics
- Domestic and international travel up to 25% required.

H2scan is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation and gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.



+1.661.775.9575



info@h2scan.com
www.h2scan.com



27215 Turnberry Lane | Suite A
Valencia | California | 913551

- Travel may include customer visits, trade shows, conferences, industry groups, and standards activities.
- Drive the execution of all processes in the product lifecycle, including product and market research, competitor analysis, planning, positioning, requirements and roadmap development, and product launch
- Translate product strategy into detailed requirements for prototyping and final development by engineering teams.
- Create product strategy documents that describe business cases, high-level use cases, technical requirements, revenue, and ROI
- Analyze market data to develop sales strategies and define product objectives for effective marketing communications.
- Collaborate closely with engineering, production, marketing, and sales teams in the development, QA, and release of products, and balance resources to ensure success for the entire organization.
- Develop product positioning and messaging that differentiates H2scan across primary market segments.

Qualifications

- 4+ years of industry sales experiences converting qualified opportunities in a product management position.
- University degree with a concentration in engineering or related technical field
- Sincere empathy for the customer and a commitment to understand their challenges and experience.
- Ability to read and understand technical/business documents and help define product requirements in coordination with engineering and sales.
- Industrial sensor related experience preferred.
- Excellent communication skills, listening skills, presentation skills, and customer service skills.
- Customer application support experience
- Excellent oral and written English communication skills (multi-lingual preferred)
- Teamwork business attitude, curious, positive, and creative
- Ability to multi-task
- Knowledge of Industry/field's standards, concepts, practices, and procedures

Benefits

- Health Insurance benefits
- 401(k)
- Life insurance
- Family leave (paternal, maternal)
- Bonuses
- Equity/stock options
- Three weeks paid vacation
- Paid sick days
- FSA/HSA