Product Manager

Phone :
Web :

Job Summary

Vacancy :
Deadline : Aug 10, 2024
Published : Jul 10, 2024
Employment Status : Full Time
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Job Description

We are proud to have been awarded second year in a row as BC's Top Employers and third year in a row we have been one of Canada's Top Small & Medium Employers.
Since becoming SaaS based, Binary Stream has more than tripled in size through sustainable growth and now has employees in India, Europe, United States and all over Canada with our Head Office in Burnaby, British Columbia. With our recent growth, we're still small enough that people can make a big impact here and really see the results of their efforts on a regular basis. Having a great culture based on our values of Team, Innovation, and Growth, we work together and win as a team by collaborating and supporting each other to achieve individual, team based and companywide goals.
Binary Stream Software was founded just over 20 years ago by our CEO who is passionate about people, culture, and products. Binary Stream is an award-winning, Microsoft Gold certified partner that develops enterprise-grade software to enhance Microsoft Dynamics 365. We are a diverse and inclusive team who care about each other and work collaboratively to produce high quality software solutions.

We are excited to grow our team with a full-time role as a **Product Manager.**

Primary Location: Burnaby, BC (Head Office)
Remote Work Eligibility: Open to candidates within Canada.
Note: Unfortunately, remote opportunities outside Canada or without a valid work permit are not available at this time.
Position Summary:
Join our team as a Product Manager, reporting to the Head of Development, Professional Services, and Support. You'll be responsible for conducting, promoting, and tracking activities to ensure that our Binary Stream ERP solutions meet real market needs, continually provide value to our customers, and operate profitably within our product portfolio.

As an evangelist for Binary Stream's solutions, you'll strategically drive the success of assigned products by mapping them to the right markets, facilitating profitability, and fostering growth. If you're passionate about making a meaningful impact and driving the success of innovative solutions, we want to hear from you!

As a Product Manager, your responsibilities will include:
- **Market Research and Strategy Development:**
  - Identify our products' unique advantages relative to competitors through comprehensive market analysis for target market definition.
  - Develop buyer and user personas, maintaining centralized information.
  - Collaborate with leadership to define product strategy and unique selling propositions.
- **Product Strategy and Definition:**
  - Create and maintain product portfolios for active solutions, including cross-sell and upsell opportunities.
  - Develop internal and external product roadmaps, including identified product vision.
  - Define product features and benefits with a user-centric approach, effectively communicating the product vision and strategy to stakeholders.
- **Stakeholder Engagement and Training:**
  - Initiate stakeholder communication, develop subject-matter expertise, and serve as the main point of contact for all stakeholders.
  - Provide regular updates to the executive team with contextual insights and key takeaways.
  - Collaborate closely with sales and marketing to provide sales-focused training and develop positioning statements.
- **Cross Functional Collaboration:**
  - Collaborate with development teams to prioritize new features, ensure timely delivery, and translate concepts into detailed requirements with Business Analysts.
  - Contribute to a library of sales tools for each stage of the customer buy cycle, ensuring alignment with buyer personas.
  - Collaborate with the Marketing Manager to design go-to-market strategy, coordinate launch programs, and efficiently channel customer feedback.
- **Go-to-Market Strategy and Launch Coordination:**
  - Design go-to-market strategies for new solutions and modules.
  - Coordinate with internal teams to ensure seamless execution of launch programs for timely revenue generation.
- **Content Management and Champion of Solutions:**
  - Work closely with the Marketing team to ensure accurate and effective content is published to the marketplace in a timely manner.
  - Maintain a central information base ("IPP") for each assigned Binary Stream solution, providing internal stakeholders with a current and accessible source of intelligence.
  - Act as an 'evangelist' for assigned solutions, internally and externally, promoting awareness and driving market success.

Measures of Success:
- Effectiveness of assigned solutions in delivering business value to customers.
- Demonstrated impact on sustained growth in market share.
- Contribution to revenue generation through implemented solutions.
- Influence on the company's financial bottom line.

Education and Experience:
- 3+ years of Product Management experience within a B2B software company.
- Proven track record of managing all aspects of a successful software product throughout its lifecycle.
- MS/BS degree in Computer Science, Engineering or equivalent preferred.
- Experience as a product manager in the ERP domain space is a strong advantage.
- Proven experience working in a lean and/or agile environment would be an advantage.

Skills and Other Requirements:
- Strong strategic thinking, problem-solving, and analytical skills.
- Proven ability to develop compelling proposals and communicate effectively with executive management.
- Strong problem-solving ability and willingness to take initiative.
- Ability to collaborate with cross-functional teams and influence colleagues while maintaining strong relationships.
- Excellent written and verbal communication skills.
- Comfortable working in a collaborative, fast-paced environment.
- Openness to diverse perspectives and contributing to positive team dynamics.

Compensation Package:
At Binary Stream, we know compensation is important to our people. To stay competitive with our pay and benefits, annually we collect and analyze industry benchmarking data from the technology sector across Canada. This data is used to regularly update our salary ranges.

Pay Range for new hires: CAD 84,500 – CAD 105,600

Pay Range Insights: This pay range signifies the minimum and maximum for a new hire in this role. The pay we offer a successful candidate will be determined by factors including the candidate's knowledge, skills, abilities and experience. In exceptional cases, the compensation we offer may fall outside this range.

Benefits:
- 3 weeks of paid vacation
- Extended health and dental benefits
- Health and personal spending accounts
- Professional development funds
- RRSP program
- Profit-sharing bonuses

Connect with Us: Ready to learn more? Our hiring team looks forward to learning more about you and sharing more about our approach to competitive pay and benefits here at Binary Stream.

What makes Binary Stream a great place to work?
- Pay and benefits matter
- Wellness and work life balance is prioritized
- We work to support your growth
- Hybrid work environment
- Our CEO leads by example and truly cares about employees
- Culture of respect, integrity, continuous improvement, and transparency
- Monthly team outings which have recently included: our company picnic, we chartered a yacht, went to a lacrosse game, and like to stay active by hiking, playing disk golf and ultimate frisbee to name a few!

Who are we as individuals?
- We are driven and passionate to succeed
- We are team players
- We are hungry and humble to learn and improve
- We have high integrity and accountability
- We are resilient, data and value driven
- We are openminded and collaborative

Ready to join our global growth journey and propel your career forward? Apply now.
Binary Stream Software Inc. is an equal opportunity employer and as such, we are committed to diversity and inclusion in the workplace. All qualified applicants receive consideration for employment without regard to age, race, color, sex, sexual orientation, national origin, disability, religion, or any other protected characteristic as outlined by law.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits