

## Senior Product Manager

jane@synergy1cc.com

Phone :

Web :

ecobee

### Job Summary

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Vacancy :

Deadline : Sep 18, 2024

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Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

## Job Description

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### Who You'll be Joining:

Our Product team is looking for a Senior Product Manager to manage and grow our Home Energy business. Working directly with the thermostat & energy services product teams, our Dotcom, Retail, and Utility sales channels, and the broader marketing team, you'll drive business results while thinking creatively about how to evolve our end-consumer and utility solutions. You will have the opportunity to work on hardware products and associated subscription services to expand the ecobee ecosystem.

### How You'll Make an Impact:

- Own key product/channel P&Ls within the Home Energy business unit, working cross-functionally to identify and execute opportunities to drive revenue, market share and profitability.
- Develop business cases, lead financial analyses and craft go-to-market strategies for new hardware and service offerings.
- Leverage knowledge of the market, competitive landscape, customer insights and best practices to deliver positioning, placement, and pricing strategies, and inform home energy's multi-year strategy and roadmap; collaborate with the product and sales teams on feature development and prioritization as part of the annual operating plan.
- Collaborate with the home energy leadership team to set quarterly objectives and key results, inform budget, forecast, and long-range planning for the business line and lead and facilitate monthly & quarterly business reviews with senior management on results, plans, and strategy.

### What You'll Bring to the Table:

- Proven experience in strategy (product & go-to-market), consulting, or general/product management, with hardware products and/or B2B/C subscriptions.
- A proven track-record of successfully building business cases, developing product roadmaps, crafting positioning and go-to-market strategies, and effectively executing in-market to hit KPIs.
- You are a collaborator and embrace working cross-functionally to gain alignment and bring great ideas to life.
- You pride yourself on being an effective communicator with any and all audiences, and you leverage this skill to gain buy-in, overcome issues and achieve results.
- As a self-starter and natural leader, you are comfortable with ambiguity and will take a position or engage in a tough conversation to drive your business forward.

*Just so you know: The hired candidate will be required to complete a background check.*

**Like what you see? Apply soon! We plan to accept applications for this role until September 30th but may close earlier depending on the volume of applications we receive.**

### What happens after you apply:

**Application review.** It will happen. By an actual person in Talent Acquisition. We get upwards of 100+ applications for some roles, it can take a few days, but every applicant can expect a note regarding their application status.

### Interview Process:

- A 45-minute phone/video call with a member in Talent Acquisition.
- A 1-hour interview with the Hiring Manager and a member of the team - expect technical, behavioural and situational questions
- The final interview is a case study interview. We will share the case study with you, which you will have 24 hours to work on before presenting it to a panel of interviewers who are members of cross functional teams.

## Education & Experience

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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