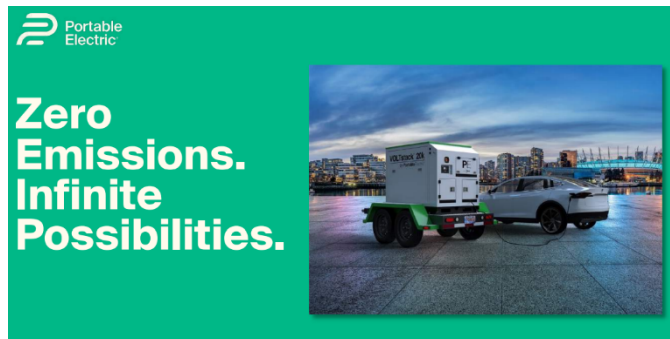




Portable Electric Head of Product Management

Location: Vancouver, BC



About Portable Electric

Portable Electric is an exciting scale-up clean technology company, which brings clean power on-demand for remote and mobile environments, as well as expanding into the fast-growing market of EV charging. Its goal to provide the world with zero-pollution and zero noise electric power options which are robust, reliable, fast charging, and portable, is more compelling, pertinent, and urgent than ever.

Portable Electric has a growing eco-system of customers and strategic partners in the US, the UK and Europe, and has equipment in 14 countries to date. Through its trade marked **VOLTstack** and related products, Portable Electric has earned its strong global brand as a pioneer in portable and renewable power systems. Through its innovative go-to-market approach and leasing options, Portable Electric is en route to becoming a global leader in mobile power-as-a-service.

Portable Electric designs, engineers and manufactures at its Headquarters in Vancouver, BC. The organization is growing with around 35 full-time staff currently, including a world-class engineering team.

The Opportunity

As the world accelerates its transition to cleaner energy, Portable Electric is well poised to pursue its share of a multi-billion dollar addressable market in e-generators and EV charging alone. Portable Electric has a proven value proposition, a base platform of revenues on which to build, a growing network of potential OEM and strategic partners, and its own battery management software IP well into development. The market potential for their solutions is huge – and accelerating.

To enable PE to bring innovative products to market which specifically meet customer needs and leverage market opportunities, Portable Electric is now seeking a forward-thinking and experienced Head of Product Management. This is an exciting opportunity for strategic product ownership in a world pioneer in clean mobile power solutions, with unprecedented opportunities for innovation, growth and strategic partnerships around the world. In this role, you will be contributing directly and significantly to their evolution from a hardware systems integrator to a provider of holistic power-as-a-service solutions involving hardware and software with proprietary IP.

The Role

This is a new and key role for Portable Electric. As Head of Product Management, you will report directly to the CEO, work extremely closely with the VP, Engineering and VP, Sales – and be an important voice on the executive leadership team.

You will be responsible for new and existing product planning and execution throughout the Product Lifecycle, including gathering and prioritizing product and customer requirements, defining the product vision, and working closely with engineering, sales, marketing and support to deliver winning mobile power solutions. You will also ensure that the evolving PE product suite, and that product management and marketing efforts meet our customer needs and support the company's overall strategy and goals.



General Responsibilities

- Own evolving product suite strategy and roadmaps
- Run proof of concept programs with early-stage products and services
- Develop the core positioning and messaging for the product suite especially as Power'-as-a-Service (P'aaS)
- Provide training and support to enable sales to conduct product demos to customer
- Set pricing to meet revenue and profitability goals
- Collaborate with marketing to develop product marketing collateral and tools
- Propose and manage product management budget, including engagement with external resources as required
- Support sales in the development of third-party relationships
- Stay on top of competitive developments and partnerships; share pertinent information internally with sales, engineering and management
- Seize opportunities to be an advocate and ambassador for Portable Electric
- Facilitate an environment that fosters strong team dynamic through success recognition, team empowerment, active coaching, staff education, and project orientation. Ensure all tools and resources are provided to the team members.

Candidate Profile

To succeed in this role, you will be an experienced Product Manager with specific B2B tech sector experience – involving both hardware and software. You will have firsthand experience in a successful business that has deployed recurring revenue business models. You will be a collaborative leader who is also innovative, forward-thinking, resourceful and results oriented.

Transferable Skills

- Rich imagination grounded in solid technical understanding
- Strong business and technical acumen
- Able to build and lead a product management team as the business grows
- Ability to influence cross-functional teams without formal authority
- Financial, budgetary and project leadership acumen; brings both business and technical product management expertise

Product Management Experience

- Ownership of product management for complex hardware-software solutions for large industry customers (B2B environment)
- Created robust and effective new product management plans, strategies and roadmaps in support of corporate strategy
- Demonstrated success defining and launching pioneering and successful advanced tech products (involving hardware and software elements)
- Led product management for disruptive new technology into competitive product market where cost, robustness, safety and efficiency are key

Related Skills & Experience

- Experience in a SaaS or recurring revenues (such as software or telecoms)
- Experience in realm of relevant hardware and software technologies E.g. electrification, batteries, power, control systems, firmware, software
- Relevant sector background – e.g. industrial tech/power/energy/cleantech relating to utilities/electrification/construction/film
- Exposure to large industrial stye customers; international coverage an asset
- Experience working with complex technical products and solutions; an engineering background would be excellent but is not a pre-requisite
- Experience with Agile/Scrum methodologies or similar
- Adequate knowledge to support the PE intellectual property IP Strategy
- Operated in an a high-growth, scale-up environment

Location

This position will be based at Portable Electric's 18,0000 sq ft facility and Global HQ in Vancouver, BC – home to a highly engaged and growing team of 35.

- Portable Electric is following strict COVID-19 Safety protocols under the guidance of the BC CDC, the BC Ministry of Health and WorkSafeBC to ensure the safety and well-being of our team and visitors.

Equal Opportunity Employer

Portable Electric embraces diversity. We are committed to building a team of women, BIPOC, LGBTQ+ and people with disabilities, that represents a variety of backgrounds, perspectives and skills, where team members feel like they belong and our policies and guidelines embrace all cultures and beliefs. The more inclusive we are, the more successful we will be.

Start your Journey with Portable Electric! Apply now by sending us your resume to careers@portable-electric.com. We want to hear from you!

We thank all applicants, but only those selected for further consideration will be contacted. Be sure to check our careers page to stay informed about all job opportunities at Portable Electric!