

Position: Practice Lead, Product Management

Company: Wavefront

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City: Toronto

About the Company:

Wavefront is Canada's leader in transforming business through mobile and IoT innovation. We are a centre for commercialization for companies in the wireless and IoT technologies space and our vision is to build a globally relevant, nationally connected ecosystem that delivers digital capacity, competitiveness and prosperity for Canadians.

Founded 10 years ago, Wavefront has helped accelerate the growth of 500 wireless enabled companies. We deliver our programs and services across Canada through satellite offices and partnerships. We have helped over 200 companies expand into global markets and assisted our clients in securing over \$100 million in follow on investment. We work with companies at all stages of their life-cycle and across multiple industry sectors to help launch new business models, change organizational processes or enhance their customers' experiences. Our expertise, resources and connections to partnership opportunities and global markets enable companies to accelerate their commercial impact. Wavefront has generated net economic gains for Canada, contributing to all levels of government through tax revenues and job creation.

wavefront.ca | [@WavefrontCanada](https://twitter.com/WavefrontCanada) | [LinkedIn](#)

Job Description:

As a Practice Lead, Product Management, reporting to the VP, Technology and Operations, you have ownership of product strategy, roadmapping, defining features and guiding delivery of solutions with client engagements in an enterprise environment. Working with teams engaged in enterprise solution delivery, the Lead Product Manager is the mini-CEO of solution products with an intense focus on the customer. You influence decisions with all aspects of a product including engineering, design, customer success, sales, marketing, operations, finance, legal and more. The Lead Product Manager will also be responsible for mentoring and leading internal core teams of product/project managers and external trusted partners that enable scaling of our delivery capacity. This role is at the forefront of culture shift within our organization, leading within a growing practice area comprised of internal staff and our trusted partners that embrace agile methodologies. We are looking for an individual that is passionate about developing an overall vision that clearly identifies solutions and transforms that vision through execution into solutions for our customers.

To thrive in this role, you must be an extremely energetic hard-working self-starter with extensive experience in the corporate and technology sectors. You love variety, work independently and command excellent communication skills and understand, appreciate and nurture the value of team.

Key Responsibilities

- Be the Lead Product Manager on Enterprise Solutions delivery teams comprised of core internal resources, external resources from our trusted partner network and external resources from our customers
- Work closely with engineering, designers, marketers and other operating specialists to create winning solutions
- Oversee ownership of product backlogs including prioritization, grooming, writing user stories and keeping the teams unblocked
- Contribute to the operating model, performance measurement and process for the Enterprise Solutions division
- Analyze and capture client business needs through dialogue with multiple stakeholders
- Define and document customer business functions, processes and business models
- Work with sales to support proposal generation, generate your own proposals and deliver presentations to prospects
- Identify, develop and initiate innovations and solutions where precedents and procedures do not exist
- Negotiate contracts, manage relationships, and monitors vendor/contractor performance

Key Competencies

- Experience working in agile software development
- Strong appreciation for user design and user experiences
- Experience providing thought-leadership, while influence and building relationships across the organization
- Understanding of project management principles inclusive of agile project management with the ability to prioritize work based on client needs
- Extensive experience with enterprise software development lifecycle
- Familiar with information architecture, taxonomies, CMS, CRM
- Excellent communicator with the ability to drive difficult conversations to resolution
- Strong business acumen with the ability to negotiate and think strategically
- Ability to work effectively and efficiently towards goals in a diverse, matrixed environment with multiple and changing demands
- Passion for client satisfaction
- You have fire in your belly

Experience & Education

- Minimum 10 years of increasingly responsible experience with at least five years of solid product management experience bringing enterprise products to market
- Broad technology domain experience in three or more of the following areas ITC areas: UI/UX, Strategy Development, Wireless Technology including IoT Architecture, Technical Enterprise Sales, Applications Development, Enterprise Architecture, Wireless Infrastructure, Project/Program Management, Vendor Management and Business Analysis
- Strong data-driven approach in decision making
- Outstanding record of project success, both in results achieved and in use of professional methodologies inclusive of agile methods
- Demonstrated ability to manage cross-functional teams and communications with various stakeholders (Technical and non-technical)
- Designed solutions for varied internal/and external stakeholders of customers
- Strong and current awareness of external technology trends and best practices
- Bachelor of Engineering, Computer Engineering, Computer Science or equivalent
- MBA is a definite asset