Job Title: Senior Product Manager (Appliance Software)
Department: OCTO/Product Management
Reports To: VP of Product Management & Strategy
Location: Edison-NJ (another Opengear US location or remote)

SUMMARY

Opengear is a global company, owned by Digi International (DGII), developing innovative software and hardware products for Network Management. Opengear Network Resilience solutions are trusted by major enterprises globally for delivering secure, resilient access and automation for their critical IT infrastructure.

We are seeking a market-facing Senior Product Manager who will be the internal authoritative contact for all matters related to the software running on our hardware products. The ideal candidate has the knowledge and experience to define strategies, execute them, gather market requirements, define product priorities, own the product roadmap and ultimately drive product adoption and market penetration.

The position is based in Edison-NJ (other Opengear locations in the US and remote are can also be considered) and is part of the OCTO/Product Management team.

DUTIES AND RESPONSIBILITIES

- Understand the Network Management and Automation market, obtain customer feedback, apply business and technical criteria to articulate product and market requirements
- Own the product roadmap and related processes, managing product development priorities, working with Product Owners and engineering teams based in Sandy, Utah and Brisbane, Australia
- Be an effective central point of contact for the product, a liaison between sales, marketing, engineering, operations
- Collaborate with sales and marketing to define product packaging, pricing, positioning, and go-to-market strategies, and provide technical content for marketing and sales tools
- Support sales efforts through direct interactions with customers and partners in calls, meetings, industry events
- Manage beta programs, customer advisory boards
- Some domestic/international travel required (about 10%). Communication with globally distributed teams often requires call attendance off local business hours

REQUIREMENTS/QUALIFICATIONS

- 5+ years of product management experience including hardware products, firmware, containers, container orchestration and networking, enterprise and data center networking
- BSEE or equivalent experience
- Solid knowledge/experience in data center/networking or adjacent space
- Strong analytical skills, including the ability to create models that can drive business decisions
- Strong project management skills, driving efforts involving global teams to fruition
- Ability to communicate effectively with both technical and non-technical audiences
- Experience working in geographically distributed teams, strong self-management skills

The successful candidate will be offered a competitive compensation and a generous benefit package.