



Product Manager (PdM), Calgary, AB

Our Company

Global Power Technologies (GPT) is transforming off-grid power generation to help the gas industry improve renewable power reliability, decrease emissions and increase efficiency. We are providing power to sensors, meters, compressors and other devices that optimize our clients' production uptime while safeguarding human lives and the environment.

Job Purpose

Supporting Engineering, Sales and Leadership teams, this role will help assess market opportunity, collect client feedback, and inform key decision makers on product strategy scenarios. The PdM is accountable for ensuring the solution is both valuable and viable while keeping a pulse on the state of internal and competitive products both in the market and in development.

The ideal candidate will be technically inclined, passionate about greenhouse gas emission reduction, and skilled in the art of market analysis for strategic planning. Both internal and external (client, channel partners, associations) resources will be leveraged to build knowledge for a strong Product Manager.

Core responsibilities include market analysis, client discovery, data analysis, product-market fit, product vision, user feedback, prioritization of development options, development support, and risk analysis.

Job Duties

- Identify, analyze, and understand market needs to develop remote power and methane reduction solution product development plans.
- Interview and monitor customer needs and regulatory changes to identify market opportunities.
- Assess the feasibility of product development ideas to prioritize development projects.
- Conduct competitive analysis and market research.
- Work with Product/Engineering teams to understand current offerings and product roadmaps.
- Gather voice of the customer and conduct customer discovery activities.
- Define and communicate product vision for new and existing products.
- Be involved with industry events and consortiums to identify new development opportunities and changing market conditions.

Job Requirements

- Either technical education with strong commercial experience or commercial education with strong technical experience.
- 5 years' experience in product management or product development role.
- Passion for cleantech applications for the energy transition (domestic & international).
- Ability to understand power generation and methane reduction systems for the purpose of product strategy and idea evaluation.
- Demonstrated ability to understand complex business challenges and apply creativity and problem-solving to meet client needs.
- Demonstrated understanding of the techniques and methods of modern product discovery and product delivery.



- Able to translate technological solutions in terms of business value and work collaboratively across functions to create a full picture (engineering, operations, service, finance, sales, marketing).
- Able to self-learn and operate autonomously.
- Excellent presentation skills with the ability to speak with confidence to a variety of audiences, effectively articulating technical concepts in a clear and meaningful way.
- Outstanding organizational skills and attention to detail.
- Proven ability to listen, record key points in a conversation, seek solutions and respond with clarity.
- Excellent project management, communication, and teamwork skills.
- Ability to operate independently in a dynamic, fast-paced environment.
- Willing to travel as required for client meetings, industry events, trade shows, and business development.

Competencies

- **Drive for Results:** Can be counted on to meet and exceed goals. Bottom-line orientated. Steadfastly pushes self and others for results.
- **Passion for sustainable solutions:** Understands the market need and opportunity for GHG reduction products that maintain the reliability and functionality of existing technologies.
- **Customer Focus:** Is dedicated to meeting the expectations and requirements of internal and external customers. Get's first-hand customer information and uses it for improvements in products and services. Acts with customers in mind, understanding both strategic and operational level requirements. Establishes and maintains effective relationships with external and internal customers and gains their trust and respect.
- **Perseverance:** Pursues everything with energy, drive, and a need to finish. Seldom gives up before finishing, especially in the face of resistance or setbacks.
- **Strategic Thinking:** Ability to process a wide range of information and assess opportunities for growth, innovation, and customer satisfaction. Able to think creatively and looks for disruptive solutions.

What We Offer

At GPT we care about the personal job satisfaction of our employees. We recognize the wide variety of factors that contribute to this satisfaction and encourage work life balance. Along with competitive compensation and benefits packages, we are committed to creating a diverse environment and fostering a culture that's inclusive where our people can be themselves.

To Apply

Please submit your resume and cover letter to HR@globalte.com quoting the job title in the subject line and tell us why you are the best candidate for the job. We thank all applicants for their interest, however due to the volume of anticipated applications, we will be responding only to those candidates who are contacted for an interview.