



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/19

Director IoT, Smart Cities & Energy

Job ID	215452-en_US-7287	
Web Address	https://careers.indigenous.link/viewjob?jobname=215452-en_US-7287	
Company	Rogers	
Location	Toronto, ON	
Date Posted	From: 2021-02-19	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

At Rogers, we connect Canadians to a world of possibilities and the memorable moments that matter most in their lives. Every day we wake up with one purpose in mind. To bring loved ones together from across the globe. To connect people to each other and the world around them. To help an entrepreneur realize their dream. A sports fan celebrate a special moment. Because we believe connections unite us, possibilities fuel us, and moments define us. As we grow our team, the well-being of our team members remains our top priority. To ensure the health and safety of our team members, including those in the recruitment process, our team members are working from home, and are equipped to do so safely and efficiently.

The Acting Director, Product Management IoT Smart Cities and Smart Building Solutions is a 12 month contract, supporting a key part of the Enterprise Advanced Services Team.

Working within Rogers for Business, the objective of this position will be to lead a team of product management professionals to drive the business development of the smart cities/smart buildings portfolio including: product strategy, lifecycle, commercial management and overall revenue and profitability.

This critical function requires an individual that deeply understands the IoT customer needs and solution partners, can translate customer trends and requirements into long-term solutions, can build incredible partnerships both internally as well as externally, is an expert at GTM delivery (including driving sales engagement and results), and commercial packaging & bundling.

The successful candidate should have a rich background in IoT product & partner management; have a passion for how technology solves customer problems, and possess a deep understanding of business market dynamics. You need to be seen as a leader, a self-starter, and a change agent. An expert collaborator and influencer; you will be responsible for engaging cross-functional teams to deliver the annual plan that will help transform the IoT portfolio revenue streams.

What you'll be doing:

- Lead a team of product management professionals through coaching and development to achieve annual results and their personal career development

Set the standard for product & partner management through disciplined planning and effective market execution across each product/solution

Personal development planning and annual performance management

Portfolio Strategy

Develop the annual and long-term portfolio strategy that aligns to Rogers for Business strategic plans, goals, and objectives

Gain cross-functional input and alignment to drive engagement through all levels of management

Understand and clearly articulate industry and customer trends within the portfolio

Lead market research to help shape the roadmap that will enable Rogers for Business to differentiate and win

Product, Partner & Commercial Management and Development

Own the P&L to achieve annual results for revenue, margin, and funnel growth

Manage the product(s) lifecycle with the team; understand the inflection points that will drive growth and profitability while balancing out technological evolution

Effective business case development and accurate forecasting capabilities

Excellent written and presentation skills required for customer presentations and RFP responses

Product Development/Partner on boarding

Build and develop strong relationships to drive partnerships with cities and organizations that can deliver results

Drive business requirements through governance for on time and on budget product development

Focus the team to be unrelenting on customer experience to ensure that we are in a constant state of improvement by gathering first hand feedback from customers, sales, and operations

style="font-size:medium">>Go-to-Market

Execution</p>

style="color:#000000">> style="font-family:Calibri">>

style="font-size:medium">>Develop value propositions that entice customers to choose

Rogers style="color:#000000">>

style="font-family:Calibri">> style="font-size:medium">>Package and bundle features

and services to maximize profitability and adoption

style="color:#000000">> style="font-family:Calibri">>

style="font-size:medium">>Lead teams to identify and effectively speak to the target

market style="color:#000000">>

style="font-family:Calibri">> style="font-size:medium">>Enable sales with the tools

required to speak to customers about our solutions and enable them to close the deals with ease and

confidence

style="color:#000000">> style="font-family:Calibri">>

style="font-size:medium">>Build relationships to drive effective cross functional engagement and

results style="color:#000000">>

style="font-family:Calibri">> style="font-size:medium">>Manage pricing and support

deals that balance both the P&L and the need to be seen as an enabler to win by removing barriers

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style="font-family:Calibri">>

style="font-size:medium">> </p>

style="color:#000000; font-family:Calibri; font-size:medium">>What you

bring:</p> style="color:#000000">>

style="font-family:Calibri">> style="font-size:medium">>University degree in Business

or Engineering or a combination of work experience and education relevant to the

role style="color:#000000">>

style="font-family:Calibri">> style="font-size:medium">>Financial acumen.

Skills in business case development, forecasting, pricing models, and ability to effectively communicate the value to the

business style="color:#000000">>

style="font-family:Calibri">> style="font-size:medium">>In depth understanding of the

IoT industry, the technology and trends

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style="font-size:medium">>Experience working with municipalities and the public sector considered an

asset style="color:#000000">>

style="font-family:Calibri">> style="font-size:medium">>Solid understanding of

telecom and technology market trends and emerging

technologies

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style="font-size:medium">>Ability to translate customer needs to business requirements

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style="font-family:Calibri">> style="font-size:medium">>A logical thinker with strong

research and analytical skills you are able to see the "big picture" and understand where and when

improvements would be required

style="color:#000000">> style="font-family:Calibri">>

style="font-size:medium">>Strong interpersonal skills - you work well with others and are able to work

effectively with all levels of cross-functional teams

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style="font-size:medium">>Proven leader with experience leading teams through P&L

management, product management and development, and go-to-market execution for 10+

years</div>Schedule:#160;Fu

ll time</div></div>Shift: Day</div></div>Length of

Contract: 12 Months</div></div>Work Location: 333 Bloor

Street East (012), Toronto, ON </div></div>Travel Requirements: Up to

10%</div><div>Posting Category/Function: Marketing & Product Management</div><div>Requisition ID: 215452</div><div> </div><div>Together, we'll make more possible, and these six shared values guide and define our work:<div> </div>Our people are at the heart of our successOur customers come first. They inspire everything we doWe do what’s right, each and every dayWe believe in the power of new ideasWe work as one team, with one visionWe give back to our communities and protect our environment<div> </div><div><p>What makes us different makes us stronger. Rogers has a strong commitment to diversity and inclusion. Everyone who applies for a job will be considered. We recognize the business value in creating a workplace where each team member has the tools to reach their full potential. At Rogers, we value the insights and innovation that diverse teams bring to work. We work with our candidates with disabilities throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the Rogers FAQ.</p></div><div> </div><div>Posting Notes: Corporate </div>

For more information, visit Rogers for Director IoT, Smart Cities & Energy