



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

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

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

<p>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.<p><p> <p><p>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.
 <p><p>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.<p><p>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.<p><p>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.<p><p>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:

People Leadership

- 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

Go-to-Market Execution

- Develop value propositions that entice customers to choose Rogers
- Package and bundle features and services to maximize profitability and adoption
- Lead teams to identify and effectively speak to the target market

Enable sales with the tools required to speak to customers about our solutions and enable them to close the deals with ease and confidence

Build relationships to drive effective cross functional engagement and results

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

What you bring

- University degree in Business or Engineering or a combination of work experience and education relevant to the role
- Financial acumen. Skills in business case development, forecasting, pricing models, and ability to effectively communicate the value to the business
- In depth understanding of the IoT industry, the technology and trends
- Experience working with municipalities and the public sector considered an asset
- Solid understanding of telecom and technology market trends and emerging technologies
- Ability to translate customer needs to business requirements
- 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
- Strong interpersonal skills - you work well with others and are able to work effectively with all levels of cross-functional teams

