



# 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: 2024/05/18

## IoT Product Manager - Fleet Management

<b>Job ID</b>	<b>220641-en_US-6807</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=220641-en_US-6807">https://careers.indigenous.link/viewjob?jobname=220641-en_US-6807</a>	
<b>Company</b>	Rogers	
<b>Location</b>	Toronto, ON	
<b>Date Posted</b>	From: 2021-04-20	To: 2050-01-01
<b>Job</b>	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 temporarily working from home.

We support and encourage employees to find long term success and explore opportunities that play to their individual strengths and passions. We value lateral moves as much as vertical promotions &ndash; we believe all roles should develop your skills, broaden your experience, and help you build a rewarding career at Rogers. We've established a new set of internal hiring rules to help you find long-term success at Rogers. Click here to access Your Career @ Rogers &ndash; Ground Rules and become familiar with the new requirements.

The Rogers for Business IoT team is constantly striving to maintain a leadership position in the IoT market in Canada, and to grow our connectivity and solution partnerships. Rogers has the strongest IoT technical capabilities in Canada with both LTE-M and NB-IoT technologies deployed and the largest 5G network in Canada.

We are looking for a Product Manager who will be accountable for solutions targeting **complex Fleet Management**. The role is a hybrid one that requires a good balance of business development, partnership development and product management activities. This critical function requires an individual that deeply understands the needs of Telematics and the solution ecosystem; can translate customer trends and requirements into long-term solutions, is an expert at GTM delivery, as well as commercial packaging & bundling.

The successful candidate should have a demonstrated background in IoT product & partner management and business development; have a passion for how technology solves customer problems and possess a deep understanding of business market dynamics. You have an entrepreneurial mindset capable of operating in a cross-functional environment. You are 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. You will own the strategic vision for this portfolio and will be operating in an environment rich in autonomy and ability to impact results (both long and short term). You will report to the Director, IoT solutions and be based in Toronto.

Your key accountabilities will be:

- Strategy: Maintain, update and improve our strategy for complex Fleet Management solutions that addresses use cases across industries and the varying customer segments.

This includes customer needs analysis, market sizing, competitive assessments to identify strategic opportunities that drive business outcomes for our customers. Further, you will need to stay abreast of industry trends, competitive positioning and ecosystem players to be the subject matter expert within the team and own the multi-year plan.

**Product Management:** You are expected to be the CEO of this portfolio and drive profitable growth. Work with cross-functional stakeholders and ensure full engagement to make certain that any product and service delivered will deliver growth and delight our customers through thorough end to end processes. You will also be responsible for commercial management to determine pricing strategies across regions, segments and solutions and working with cross-functional stakeholders to support sales opportunities.

**Partner Management:** Identify and work closely with partners to expand our solutions catalogue with industry-leading partners. Manage the end-to-end lifecycle of partners including evaluation, onboarding, go-to-market launch, support, and exit as necessary to drive revenue and strong profitability within the IoT portfolio.

**Business Development:** Implement the sales strategy and necessary initiatives to achieve annual revenue targets. Build strong relationships and work with key stakeholders within the sales organization – across regions and customer segments. Own and ensure all supporting activities related to your portfolio - product training, sales collateral, funnel management, deal support and overall engagement.

**What you'll be doing:**

- Maintain a comprehensive strategy to scale our complex Fleet Management solutions portfolio both for short and long-term opportunities
- Continuously scan the market for industry leading partners and work closely with them to join the Rogers partner portfolio
- Perform competitive analysis both at the domestic and global level, as well as outside the telecommunications industry
- Build high-level execution plans including major tactics, investments, and support required to achieve strategies and revenue targets
- Work closely with Sales and cross functional teams to bring new solutions to market
- Equip Sales teams with the required knowledge and expertise to drive growth across the portfolio
- Pro-actively manage and develop strong relationships within the organization
- Deepen industry relationships and maintain industry expertise through investment in customer relationships, industry associations, and industry conferences/events
- Take on ad-hoc high priority tasks where requested by management

**What you bring:**

- Experience in or across Fleet Management and Transportation solutions
- Experience in the IoT industry or in using IoT products
- Energetic self-starter who thrives in a fast paced environment and within cross functional

teams&lt;/span&gt;&lt;/span&gt;&lt;/li&gt;&lt;/li&gt;&lt;/span style=&quot;font-size:12px&quot;&gt;&lt;/span style=&quot;font-family:Arial,Helvetica,sans-serif&quot;&gt;Strong interpersonal skills - someone who works well with others and is able to work effectively with all levels of cross-functional teams&lt;/span&gt;&lt;/span&gt;&lt;/li&gt;&lt;/li&gt;&lt;/span style=&quot;font-size:12px&quot;&gt;&lt;/span style=&quot;font-family:Arial,Helvetica,sans-serif&quot;&gt;Excellent understanding of business and technology, commercial agreements and negotiations, channel sales and enablement&lt;/span&gt;&lt;/span&gt;&lt;/li&gt;&lt;/li&gt;&lt;/span style=&quot;font-size:12px&quot;&gt;&lt;/span style=&quot;font-family:Arial,Helvetica,sans-serif&quot;&gt;7+ years of work experience managing products, managing partners/channel, consulting or business development&lt;/span&gt;&lt;/span&gt;&lt;/li&gt;&lt;/li&gt;&lt;/span style=&quot;font-size:12px&quot;&gt;&lt;/span style=&quot;font-family:Arial,Helvetica,sans-serif&quot;&gt;Bilingual in English and French (preferable)&lt;/span&gt;&lt;/span&gt;&lt;/li&gt;&lt;/ul&gt;&lt;/p&gt;&nbsp;&lt;/p&gt;&lt;/div&gt;&lt;/strong&gt;Schedule: &lt;/strong&gt;&#160;Full time&lt;/div&gt;&lt;/div&gt;&lt;/strong&gt;Shift:&lt;/strong&gt; Day&lt;/div&gt;&lt;/div&gt;&lt;/strong&gt;Length of Contract:&lt;/strong&gt; Not Applicable (Regular Position)&lt;/div&gt;&lt;/div&gt;&lt;/strong&gt;Work Location:&#160;&lt;/strong&gt;333 Bloor Street East (012), Toronto, ON&#160;&lt;/div&gt;&lt;/div&gt;&lt;/strong&gt;Travel Requirements:&lt;/strong&gt; Up to 10%&lt;/div&gt;&lt;/div&gt;&lt;/strong&gt;Posting Category/Function: &lt;/strong&gt;Marketing &amp; Product Management&lt;/div&gt;&lt;/div&gt;&lt;/strong&gt;Requisition ID:&lt;/strong&gt; 220641&lt;/div&gt;&lt;/div&gt;&#160;&lt;/div&gt;&lt;/div&gt;&lt;/strong&gt;Together, we&apos;ll make more possible, and these six shared values guide and define our work:&lt;/strong&gt;&lt;/div&gt;&lt;/div&gt;&#160;&lt;/div&gt;&lt;/ol&gt;&lt;/li&gt;Our people are at the heart of our success&lt;/li&gt;&lt;/li&gt;Our customers come first. They inspire everything we do&lt;/li&gt;&lt;/li&gt;We do what&#8217;s right, each and every day&lt;/li&gt;&lt;/li&gt;We believe in the power of new ideas&lt;/li&gt;&lt;/li&gt;We work as one team, with one vision&lt;/li&gt;&lt;/li&gt;We give back to our communities and protect our environment&lt;/li&gt;&lt;/ol&gt;&lt;/div&gt;&#160;&lt;/div&gt;&lt;/div&gt;&lt;/p&gt;&lt;/em&gt;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 &lt;a href=&quot;https://performancemanager4.successfactors.com/RCI/Rogers+Inbox+FAQ+April+2019+----+UPDATED\_+(002).pdf&quot;&gt;Rogers FAQ&lt;/a&gt;. &lt;/em&gt;&lt;/p&gt;&lt;/div&gt;&lt;/div&gt;&#160;&lt;/div&gt;&lt;/div&gt;Posting Notes:&#160; Corporate&#160;&lt;/div&gt;

For more information, visit Rogers for IoT Product Manager - Fleet Management