

# Product Manager

U.S. Citizenship Required

Charon Technologies, LLC specializes in designing and building hardware and software to meet our customers' next requirement. We focus on offering devices that can be fielded immediately to meet the mission needs that lie directly ahead. Size, weight, power, and packaging are of paramount importance in everything we design and build. Our expertise allows us to rapidly provide these solutions in specialized electronic/mechanical design, embedded & application-level software, reverse engineering & protocol analysis, and RF signals exploitation and communications systems. Successful candidates must be willing and able to obtain a security clearance and pass a pre-employment drug screen.

Charon Technologies is looking for a Product Manager (PM) that will work within a high-energy team to identify potential products within its Technical Security portfolio; conduct market research; generate product requirements; determine specifications, production timetables, pricing, and plans for product introduction; developing marketing strategies.

## Job Description:

This PM will have responsibilities to manage from concept, through design, sample production, testing, forecast, cost, mass production, promotion, support, and finally product end of life. They will need to deliver the operating plan: achievement of growth objectives including market share, revenue, profit and return on investment for all the business. They will further be responsible for managing and implementing marketing activities through research, strategic planning and implementation. They will be the core product strategist and communicator and maintain the product roadmap.

The PM will be the point person for all issues regarding the product and should have the broadest knowledge about the product. The Product Manager works with Leadership and Sales to take a new product concept and validate it, looking at technology feasibility, business case, and level of investment necessary to bring it to market. The PM collaborates with Sales and Engineering to determine and document the requirements for the product. The PM will stay intimately involved throughout the development, working closely with Engineering to ensure the product is meeting the requirements. The PM will manage the product launch process, coordinating with Sales and Manufacturing to ensure delivery commitments are met. Finally, the PM is responsible for creating a release plan to include bug fixes and new features, monitor customer feedback and RMAs, coordinate customer training and ensure that all O&M issues are satisfactorily resolved.

The PM will need to continually gather and analyze data and business intelligence from both internal and external sources to inform the product roadmaps. The proper prioritization of new features, urgent customer requests, bug fixes, etc. is critical to the success of the position.



**Successful candidates will need extensive experience in the following areas:**

- Ideal candidate must be self-motivated with a verifiable track record in product management and have a knowledge of mobile, RF, or signals technology
- Operate comfortably in a dynamic atmosphere of a technical organization with a rapidly expanding customer base
- Possess strong presentation skills and be able to communicate professionally in written responses
- Possess high levels of organization and be able to eliminate obstacles through creative and adaptive approaches, and be prepared for potential travel
- Possess a high degree of motivation and professionalism with advanced organizational, project management, negotiation, change management, problem solving skills, leadership, mentoring, resource management, and team building skills
- Possess experience in Requirements Analysis, Pricing, Competitive Analysis, Sales Planning, Financial Planning and Business Case development, and Strategy

**Qualifications:**

- 10+ years of experience in technical product development and management, preferably with experience building hardware
- Technical degree strongly preferred

**We work in a unique environment that's employee and family-friendly. Our employees enjoy:**

- Generous salary, holidays, vacation and sick leave;
- The best PC or MAC – your choice – with at least two large monitors;
- Highly subsidized health, dental plans and life insurance;
- Sponsorship of running and cycling clubs;
- 401k plan w/company match that vests immediately;
- Private or semi-private window offices;
- Tuition/educational assistance program;
- Casual dress and flexible schedule;
- Free snacks, Starbucks coffee, and other beverages;
- Free lunch or breakfast weekly, summer family picnic, and winter holiday party;
- Convenient location in Herndon - bike or walk to work with showers in the facility.

We are proud to be an Equal Opportunity Employer and do not discriminate on the basis of race, religion, gender, national origin, color, age, military service eligibility or veteran status, disability, sexual orientation, gender identity, marital status or any other protected class. We encourage and support workplace diversity.

Qualified candidates may submit resumes to **hr@charontech.com** in Microsoft Word or Adobe PDF format. Charon Technologies, LLC is an Equal Opportunity Employer M/F/D/V.

**No third parties, no agencies, no subcontractors need apply.**



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