



Product Manager / 世界23カ国に拠点を置く<外資系>太陽光パネルメーカー

募集職種

採用企業名

カナディアン・ソーラー・ジャパン株式会社

求人ID

1486182

部署名

Pre-Sales & Product Management

業種

石油・エネルギー

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区, 中央区

給与

650万円 ~ 経験考慮の上、応相談

ボーナス

固定給+ボーナス

更新日

2024年07月30日 17:15

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

大学卒 : 学士号

現在のビザ

日本での就労許可が必要です

募集要項

Reports To Head of Product Management, Product Management

Position Summary:

This position will make use of knowledge and skillsets of solar inverter product and energy storage experience to provide product management support and coordinate regional technical sales activities, globally, for Canadian Solar String Inverters and residential energy storage products. Position will be a direct communication link with regional salesmen, customers and headquarter personnel abroad to assist with needs and support as defined below:

Responsibilities:

- Manage elements of the existing and future CSI product portfolio and its life cycle from strategic planning to tactical activities, including creating, maintaining and updating product roadmaps.
 - o Main product focus: String Inverters and Energy Storage Solution
 - o General Solar System knowledge
- Coordinate and support regional product management activities, specific to the product of focus, to build and leverage

unified collaterals and enable sales proliferation for the region.

- Communicate and train customers and sales teams in regards of product details and specifications, product advantages, product applications and product benchmark compared to competitors.
- Research, analyze and draft market requirements for existing and new products by communicating with customers and sales teams, by reading other information sources and transferring these requirements into product and roadmap proposals. Present proposals to internal stakeholders to gain approval.
- Follow codes and certifications as they develop; analyze their impact on the market and specific products; make recommendations to management on how to leverage these developments to CSI's benefit.
- Support headquarter's personnel with local certificates and technical requirements for product development purposes.
- Prepare content and materials for customer visits with sales managers to conduct product presentations, customer training sessions, webinars and customer events.
- Provide and validate content for marketing collateral material such as datasheets, technical brochures, white papers and others.
- Work with the marketing team to launch and communicate new products and their features and measure the introduction and sales success of the existing and new products.
- Ability to travel up to 30% of the time, including international travel.
- Perform other related duties as assigned by management

スキル・資格

Requirements:

Education/Certifications:

- Bachelor's Degree in Engineering; a graduate degree is strongly preferred.

Professional Qualifications:

- Minimum 5+ years' experience in product management, in the energy sector or within the PV industry. Experience in Power Electronics, PV Inverter technology, Energy Storage is must. Additional experience in PV project or PV system design and Module Level Power Electronic (MLPE) is a plus.
- Experience with JET certification and technical requirements for Power Electronics products is a must.
- Able to perform project simulation as needed in PVSyst is a plus.
- Experience interacting with sales and business development teams and B2B sales channels, and working experience in direct sales to commercial and industry business is a plus.
- Excellent technical aptitude and ability to quickly learn detailed information about the existing product portfolio and to communicate and answer technical and product related questions and topics.
- Understanding and application of financial product calculation – product cost and product sales price definition, analysis and recommendation.
- Excellent social and interpersonal skills as well as the ability to work with others effectively, locally and also over multiple time zones and different cultures.
- Ability / Willingness to travel (up to 35%, also internationally).
- Articulate with strong writing and presentation skills in person and remotely via webinar tools.

Personal Characteristics:

- A dynamic, roll-up-the-sleeves personality, who is able to think quickly and creatively and is results-driven complemented by appropriate process orientation.
- Recognized as a leader who is highly proficient in developing strategies, setting goals, training, communicating, mentoring, allocating resources and fostering a strong, cohesive and effective team spirit.
- A pragmatic businessperson who is comfortable in a collaborative and fluid environment. An individual who is capable of thinking on his/her feet and making sound decisions within compressed timelines.
- An excellent time manager, able to balance multiple projects and prioritize a broad variety of issues, initiatives and objectives concurrently.
- A self-confident, self-starter, team-oriented, high energy with ethics, integrity and finesse.
- Work will be performed in a standard office environment, in front of a computer monitor and will involve sitting, bending, standing, walking, typing, reaching.

【勤務地】

■本社／東京都中央区京橋1-13-1 WORK VILLA KYOBASHI 6F

<アクセス>

都営浅草線「宝町駅」徒歩2分

東京メトロ銀座線「京橋駅」徒歩4分

JR各線・東京メトロ丸ノ内線「東京駅」徒歩8分

東京メトロ日比谷線「八丁堀駅」徒歩8分

【勤務時間】

9:00～18:00（フレックスタイム制）

コアタイム：11:00～16:00

【休日休暇】

- ・土日祝休み
- ・年間休日125日＋夏季休暇5日、有給休暇
- ・年末年始休暇（12月29日～1月4日）

【福利厚生】

- ・社会保険完備
- ・カフェテリアプラン
- ・団体保険加入可

Compensation and Benefits:

Canadian Solar offers a competitive salary plus fully comprehensive benefits and performance bonus package based on an annual objective achievement. Our generous benefits package includes a 401(k) Retirement Plan, medical/dental/life/disability program, PTO and sick days. This is a full time position.

Canadian Solar Inc. is an Equal Opportunity Employer (EOE). Qualified applicants are considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, disability, or veteran status.

Note: The company reserves the right to change the duties and responsibilities of this position at its own discretion.

会社説明