
Job Description

Program Manager-Connected Lighting/IOT

Job Summary:

USA division of a growing Global LED lighting company is seeking an experienced Program Manager responsible for exterior networked lighting controls and IOT solutions and partnerships. Ideal candidate is located in San Jose, CA.

Essential Functions:

- Develop and lead Leotek's North American outdoor lighting control/connected lighting strategy and initiatives including partnerships and product development activities.
- Work closely with control related component manufacturers (e.g. power supplies, motion sensors, photocells) and coordinate integration with luminaire product development team.
- Specify market requirements for current and future products and solutions by conducting market research supported by on-going visits to customers and partners.
- Coordinating product development activities with domestic and international product engineering teams.
- Analysis of competitive products and communication of product positioning relative to competition.
- Analysis of cost and market price levels to guide pricing strategy.
- Coordination with marketing communications team for website presence, trade show activity, and the creation and maintenance of collateral materials including brochures, application guides, case studies, data sheets, and price sheets.
- Coordination with testing labs to ensure product compliance to codes and standards.

Minimum Requirements:

- 5+ years lighting controls (preferably exterior), IOT and smart city product/program management experience.
- Demonstrated ability to translate business requirements into business development plans.
- Proficiency with Microsoft Word, Excel, PowerPoint, and Outlook.
- Excellent written and oral English communication skills.
- Demonstrated leadership skills and experience.

Preferred Requirements:

- Marketing experience in the outdoor or roadway luminaire industry
- Experience in lighting sales and marketing to governments and electrical utilities.
- Bi-lingual Mandarin/ English.

Required Education

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- Bachelor's Degree in Engineering.

Additional Eligibility Qualifications

- MBA
- LED technology experience
- Experience with outdoor lighting controls

Competencies

- Leadership skills
- Collaboration Skills
- Communication Proficiency
- Flexibility

Supervisory Responsibility

This position has no supervisory responsibilities.

Work Environment

This job operates in a professional office environment. This role routinely uses standard office equipment such as computers, phones, photocopiers, filing cabinets and fax machines.

Position Type and Expected Hours of Work

This is a full-time 40 hours per week position that will require nation-wide travel and semi-regular evening communication with Asia.

Travel

Occasional nation-wide travel and evening/weekend work for customer events

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice to meet the ongoing needs of the organization.

Leotek Electronics USA LLC has work environment that promotes diversity, equal opportunity, embraces change, and provides leadership opportunities to its talents.