

Product Management Lead

Be part of an enthusiastic team in a fast-growing, high-tech company with an international development

At YellowScan we design, develop and produce aerial drone imaging sensor systems for professional applications. Fully integrated, ultra-light and easy to use, these highly automated data collection tools are employed by customers around the world in fields such as surveying, forestry, environmental research, archaeology, industrial inspection, civil engineering and mining.

To strengthen and expand our product and software portfolio, YellowScan is seeking its **Product Management Lead**, in charge of the value creation through the complete lifecycle of the YellowScan product, software and service portfolio.

Based in Montpellier, France. May travel up to 1 week per month.

■ About the job

This role requires to have a vision about the UAV GeoSpatial market and its future evolution as well as precise insights as to the customer's needs and the technical capabilities of the company. The **Product Management Lead** is responsible for proposing and managing the product roadmap to address Geomatics applications markets (surveying, forestry, environmental research, archaeology, industrial inspection, civil engineering, mining, mobile mapping...) in all regions (Europe, Americas, Japan,...).

Responsibilities include:-

- **Product Planning**
 - In close collaboration with R&D, Industrialization and Customer Success teams:
 - Investigating new ideas and building business case
 - Identifying product improvements from customer reviews and new technologies
 - Coordinate product features & specifications definitions
 - Manages user experience improvements roadmap
 - Follow the developments to ensure they fit with the company's strategic objectives.
- **Product Marketing**
 - Defining of the product core positioning and messaging to reach targeted audience
 - Defining product pricing and packaging
 - Building reference product marketing document for all sales materials and communication tools
- **Product Launch**
 - Development and coordination of product launch plans of new products and features in close collaboration with internal and external key stakeholders (R&D, Industrialization, Customer Success, Sales, Channel Partners, Marketing, Finance...)
 - Ambassador of the products and performing product demos and training to internal teams, distributors and clients
- **Market and Competitive Intelligence**
 - Conducting customer market research to analyze and identify customer needs and trends
 - Monitoring competition products, pricing strategies and promotional campaigns

■ Profile

- Technically savvy with market understanding, driven by customer satisfaction
- People person—excel in conciliating multiple and diverse needs, cultures, profiles, points of views, active listener, perceived as a trusted advisor.
- Experienced in Agile Product Management, development methods & project planning
- Inquisitive & creative learner—motivated to gain a thorough understanding of our customers, products & markets.
- Strong problem solving skills, including the ability to remain focused on uncovering customers' business challenges and propose solutions.
- Dynamic self-starter —capable of working autonomously, motivation for self-directed time and activities.
- Highly organized—capable of managing multiple projects, skillful, versatile
- French / English bilingual

■ Background

The ideal candidate will have a combination of product engineering, geospatial field operations and product management experience.

- At least 3-year experience in a technical or field operations role in the following sectors: Surveying, Topography; GIS, Civil Engineering, or Mining
- At least 3-year experience in Agile Product Management
- Engineering Bachelor's or higher degree and ideally an MBA or Product Management degree

Salary commensurate with education, experience and skills

Application: send your resume and application letter to recrutements@yellowscan-lidar.com