



Send resume to jobs@cleanpower.com

Position: Product Manager

Position Location: Kirkland, WA

About the Company:

Clean Power Research® provides services for making informed clean energy decisions. These services include online software systems, consulting and research. In business for more than 13 years, the company's Software Services Group is developing a new generation of online services across the energy value chain – from manufacturers, developers and installers of clean energy technologies and energy efficiency products, to utilities and grid operators.

Some of our current software services include PowerClerk®, a web-based application that automates renewable energy incentive processing; QuickQuotes, which enables solar dealers and resellers to quickly generate sales quotes for clean energy systems; SolarAnywhere®, which provides detailed solar irradiance data for use in photovoltaic performance and economic analysis; and Clean Power Estimator®, an application that estimates costs and benefits of clean energy systems. The company also maintains a rich set of backend data services including nationwide databases of electric tariffs and solar incentives. The company continues to grow and seeks to attract top consultants, managers, and industry veterans with an interest in clean energy to join our team. We offer a startup-like environment coupled with the stability and customer base of an established, profitable company.

Position Summary:

This position calls for excellent strategic thinking combined with the desire and ability to execute and win. The person filling this role will be involved in all aspects of the product lifecycle from product planning to marketing and sales to post sales customer support. This includes managing the products throughout the product lifecycle, gathering and prioritizing product and customer requirements, defining the product vision and working closely with engineering to deliver winning products. Additionally, this individual will have responsibility for portions of the sales targets for the company's core subscription software services, representing most of the company's revenue and will need to be able to effectively work with sales, marketing and engineering to meet these revenue and profitability goals.

This is a position of great opportunity for long-term growth and leadership as the company continues to build its software team and evolves its services in an increasingly complex, competitive and global marketplace. A highly motivated and self-driven professional will excel in this role.

Duties and Responsibilities:

- Define product vision, strategy and roadmap, and work with engineering to develop functional project specifications, identify product feature enhancements, and implement changes
- Develop product positioning and messaging and corresponding marketing and sales materials
- Develop business plans and quantitative business models (e.g., pricing and licensing)
- Learn and be able to articulate the business and technical intricacies of the product line
- Develop and own key customer accounts; building a foundation for long term business relationships
- Engage with sales team to achieve assigned quota and revenue targets on a quarterly basis
- Demo the products compellingly in person and over the web
- Represent and promote the products and company at various events

Requirements:

- BA/BS degree required; technical degree and/or MBA preferred
- 2+ years software marketing or product management experience; hosted/services experience a plus
- Excellent written and verbal English communication skills
- Superior organizational skills, ability to track and juggle many tasks
- Passion for solar energy or renewables essential; energy industry experience a plus

Clean Power Research provides competitive compensation and benefits packages. Due to the high number of applicants for our positions, we regret that we can only respond to candidates we plan to interview.