



Senior Product Manager – Program Optimization

Job Description

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 for our program optimization products, from product planning, to marketing, sales and post launch product management. This includes managing 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 program optimization subscription software services, which represent a substantial portion of the company's revenue. This role requires the ability to effectively work with sales, marketing and engineering to meet 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.

[Clean Power Research](#) is located in Kirkland near the intersection of SR520 and Lake Wash. Blvd NE (Greater Seattle Area). To apply, send resume to jobs@cleanpower.com.

Desired Skills & Experience

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

- Work closely with electric utilities and develop a deep understanding of their needs, pain points, processes and procurement procedures

Requirements:

- BA/BS degree required; technical degree and/or MBA preferred
- 2+ years experience working for an electric utility
- Excellent written and verbal English communication skills
- Superior organizational skills, ability to track and juggle many tasks
- Passion for solar energy or renewables essential
- Product management experience a plus

Company Description

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 14 years, the company's Software Services Group is focused on 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. We offer a startup-like environment coupled with the stability and customer base of an established, profitable company.

Some of our current software services include PowerClerk®, a web-based application that automates renewable energy incentive processing; Clean Power Estimator®, an application that estimates the costs and benefits of clean energy systems; QuickQuotes™, which enables solar dealers and resellers to quickly generate sales quotes for clean energy systems; and SolarAnywhere®, which provides solar irradiance data for use in solar performance and economic analysis.

Clean Power Research provides competitive compensation and benefits packages.

How to Apply

Send cover letter detailing your interest in the renewable energy space and resume to:
jobs@cleanpower.com.

Due to the large number of applicants for our positions, we regret that we cannot respond to all of the candidates who submit resumes.