



Cambium Networks

JOB DESCRIPTION – Product Manager

Location: Rolling Meadows, IL.

Date: March 24th, 2021

You know you are a perfect fit as a Cambium Networks Product Manager if:

- You relish the opportunity to be part of an entrepreneurial growing company on the cutting edge of technology.
- You are seeking an opportunity to directly guide the definition, development and commercial success of cutting-edge wireless networking products and services.
- You get excited by technology and you have proven technical experience to build on.
- You wish to work independently in a fast-moving, dynamic environment where collaboration and consensus building is valued above strict hierarchy.
- You solve business problems using logic and data.
- You are inspired by working with a diverse international team across all time zones and cultures.

The Product Manager is responsible for product planning, end-to-end life cycle management, and market development support of a product line in alignment with Cambium Networks strategic vision. This includes gathering and prioritizing industry and customer requirements, defining the product vision, managing the profitability of the product; and working closely with research and development, program management and supply operations to deliver winning profitable products. It also includes working with sales, channel management and marketing to ensure the product differentiation is clearly articulated. As Product Manager, you will guide a virtual cross-functional team and be responsible for maximizing the profitability of your product portfolio. This extends from developing new products to increasing the profitability of existing products. You will be guided by your growing knowledge of the requirements of the target market, direct feedback from customers around the world and tracking the latest technology advancements.

You are the evangelist for your product offering to all internal and external stakeholders. Are you ready to be a Cambium Product Manager?

Scope of Responsibilities & Position Expectations	
1.	Meet product line growth and profitability objectives by balancing pricing, cost and features while maximizing the value proposition of the whole product offering.
2.	Engage with customers globally to identify needs addressable by current products or through roadmap investments. Engagements can be visits to the customer’s location, tradeshow, webinars, or virtual meetings that include presentations, product demonstrations as well as through written communications.



3. Ensure that all internal and external customers recognize the differentiated value proposition of the solution by creating compelling product positions that can be turned into sales training, product collateral, whitepapers, application notes, competitive battlecards, etc.
4. Using a solid understanding of wireless networking technology, identify and communicate growth opportunities and competitive headwinds through market research, customer feedback, industry trends and competitive assessment. Use these insights to prioritize new features based on ROI, competitive differentiation, customer satisfaction and R&D investment required.
5. Be the owner of a set of products from concept development through to the end of sale. Start with initial concept development and business case creation and then work with a cross-functional team to bring the product to market. After product launch, work with sales operations to manage inventory and forecast demand. Collect, monitor, and analyze the sales and profitability of products and discern trends and calls for action based on the analysis. Proactively make adjustments to the roadmap, pricing and collateral based on continuous feedback from the market.
6. Conduct other duties as assigned.

Knowledge/ Skill Requirement

- Requires a person with entrepreneurial drive and strong business sense to take ownership of our product strategy and execution to achieve our growth goals.
- Requires a BA/BS degree in Business, Engineering or Technical Marketing; MBA a plus.
- Requires 3-7 years previous product management or technical marketing experience.
- Must have proven technical aptitude, ideally with direct experience in the telecommunications, wireless communications or networking industries.
- Demonstrable experience in managing the full product life-cycle, including concept development, product development, costing, prototyping, and multi-generational roadmaps.
- Must be a self-directed team player with the ability to work and lead across multiple disciplines and geographies with minimal day-to-day instruction. Comfort with and ability to manage priorities in a shifting environment.
- Requires a strong customer (internal and external) orientation with a “how can I help” approach.
- Must have strong verbal and written communication skills.
- Ability to create compelling PowerPoint presentations and present them to small and large groups in public forums.
- Above average data analysis skills with Excel, Tableau, PowerBI, etc.
- International travel will be required; ranging from 10% to 30%.