



Wireless That Just Works

JOB DESCRIPTION – Technical Product Manager Location: Rolling Meadows, IL

Date: March 1st, 2021

Department Description

Cambium Networks Technical Product Management Team focuses on product management principally from the solution’s technical attributes and capabilities, the competition, and the market requirements. The team provides system architecture, network design, and system integration guidance to Cambium Networks global account management teams, Cambium Network’s ConnectedPartners, and Network Operators. The team is a Center of Excellence with a deep knowledge base on Cambium Network’s ever-evolving product and solution portfolio, industry standards, ecosystem, and wireless networking best practices.

The strategic goals of the department are:

- To contribute to achieving the solution’s financial success by guiding identification, definition, and attainment of market optimal technical attributes and capabilities, and successfully communicating those capabilities to our internal teams, partners, and customers.
- To enable the achievement of Cambium Networks’ growth objectives through strategic support of our Regional Technical Managers and Sales Managers who are trusted by their channel partners and customers to provide knowledgeable and current advice on the Cambium Networks’ product portfolio to address market opportunities.
- To provide practical and experienced-based systems-level knowledge to Cambium Networks’ internal Product Development process, strategically influencing both feature operations and prioritization as required by targeted industry and market segment needs.

We accomplish those objectives by employing the most highly respected and sought-after industry experts skilled in the planning, implementation, and operations of wireless networking solutions due to their detailed technical knowledge of the Cambium Networks’ product portfolio, the industry’s technical standards and technologies (e.g., 802.11ay, TDD, LoRa), and complementary system components (e.g., antennas and power systems), and regulatory requirements (e.g., ETSI).

This position is based in Rolling Meadows, Illinois, but **will require global travel periodically supporting** customer engagements (product trials, technical training, network design discussions, etc.), industry events, and other needs as assigned. This travel will predominately be assisting a local Cambium Networks Sales or Technical Manager in the Region or conducting market analysis to support assigned products.

The Technical Product Management Team also maintains a Solutions Integration and Test lab for unique or complex customer tests or application integration validation, in addition to competitive product testing, analysis, and reporting. The position will be responsible for managing the lab’s operational status, planning, and implementing new products and software updates, scheduling customer project engagements, defining usage processes, and maintaining testing tools.

Scope of Responsibilities & Position Expectations

- Work closely with Product Line Manager, owning technical management of the product and influencing its plan of intent. Be the bridge between Cambium Networks, Partners, and Customers on the technical requirements of assigned solutions to meet the product's market requirements and financial success.
- Prepare and present technically compelling arguments that clearly articulate Cambium products' value relative to the competition supporting adoption of assigned products and solutions.
- Provide pre-sale and post-sale technical support to Regional Sales Managers, Program Managers, and Regional Technical Managers, on Cambium Networks' solutions. This includes backhaul and multiple data services design, RF coverage analysis, network routing design, proposal preparation, and system implementation engineering.
- Assist with the preparation of technical responses to bid proposals, as well as providing technical support during contract negotiations.
- Directly support the Alpha, Beta, and First Office Implementations of new products and solutions; working closely with development engineering, Product Line Management, Regional Technical Manager, and customers.
- Works with vendors, clients, carriers, and technical staff on network implementation and optimization. Manage System Integration and Test lab's operational status, planning and implementing new products and software updates, scheduling customer project engagements, defining usage processes, and maintaining testing tools.

Knowledge/ Skill Requirement

- Ability to work across multiple disciplines including but not limited to sales, development engineering, product management and technical system architects.
- Excellent communication and consulting skills, especially with technical concepts and terminology.
- Strong experience with one or more of Wi-Fi (802.11), 802.11ay, 3GPP 4/5G, Fixed Outdoor Wireless Networking technology designs and deployments including Point-to-Point and Point-to-Multipoint solutions.
- Knowledge of Layer2 and Layer 3 IP Network Designs, Implementation, and Troubleshooting ideal, or interest in building that knowledge.
- Working knowledge of carrier networks, data communication technology such as T1/E1, IPv4/v6, BGP, MPLS, 802.1q/p, GRE, ERPS, etc.
- Familiarity with Unlicensed and Licensed RF spectrum block definitions and usage rules with a deep understanding of specific regulatory bodies (e.g., ETSI, EU, ANATEL, IFETEL, FCC).
- Experience in RF Propagation, Coverage Modeling, and Field Calibration tasks will be beneficial.
- Experience with Network Operations and Maintenance roles and functions will be beneficial.

- Strong understanding of and experience with executing standard Ethernet Network Testing procedures (e.g., RFC-2544, Y.1564, Y.1731).
- Experience managing and developing Solutions Integration Test Lab projects and procedures, ideally a minimum of two-years such experience.
- Previous experience on RFP and capture management teams will be beneficial.
- Must be able to work under pressure and independently, be self-motivated, and be able to meet project deadlines for delivering quality solutions on time.
- Experience in project management, including managing performance, timelines, quality, and budgets in a fast-paced and cross-functional environment.
- Ability to travel globally with travel periods ranging from a few days to multiple weeks.
- B.A. or B.S. Degree, or equivalent combination of education and work experience.
- Bi-lingual skills are helpful but not required.
- **This position requires up to 20% global travel.**