



## Product Manager

### About Delta-Q Technologies Corp.:

Are you looking for challenging career opportunities? Do you truly want to make a difference in the world through technology innovation? Delta-Q could be the place for you.

Delta-Q Technologies, founded in 1999, supplies vehicle manufacturers with power conversion solutions enabling the shift away from internal combustion engines to environmentally friendly electric drive systems. Considered the technology benchmark in industrial AC-DC battery chargers and integrated DC-DC power converters, Delta-Q products are installed on hundreds of thousands of vehicles such as golf cars, aerial work platforms, industrial floor cleaning machines, Neighborhood Electric Vehicles, and plug-in hybrid and utility vehicles.

To support our continued business growth and to resource several new product development programs, Delta-Q is recruiting for a variety of Engineering, Product Management, Product Support, and Sales positions. Our vision is "Delta-Q in electric vehicles everywhere!" and our focus is to hire the best and brightest to make that happen. Find out how rewarding it is to help advance the state of vehicle electrification while working in a dynamic culture that embraces honesty, integrity, perseverance and innovation.

### Position Summary:

The Product Manager performs a vital Marketing function at Delta-Q, playing a key role in developing new products for the company as well as increasing the profitability of existing products. The Product Manager will be instrumental in the planning and development of new products from the existing roadmap, building on the roadmap, and helping to develop new ideas based on working with existing and prospective customers, as well as the Delta-Q Sales and Engineering team.

### Key Responsibilities

- Managing the entire product line life cycle from strategic business case planning to field implementation, customer training and product support
- Conducting technical and business market research with customers, prospects, and other stakeholders to understand customer needs
- Identifying future customer needs and developing the business case and rationale to secure the engineering resources to profitably develop and launch the products to meet these requirements
- Working closely with a multi-disciplinary development team through Delta-Q's Product Development Process (PDP) to ensure that engineering developed Functional Specifications maintain tight alignment with the product management developed Product Requirements and ultimately meets customer needs
- Working closely with Sales on the review and analysis of product line extensions, product variations and new product developments and presenting findings to the senior management team
- Analyzing potential partner relationships for the product to maximize return on investment

### Requirements

- At least eight years experience in sales, marketing and/or product management in a hardware-oriented technical environment
- Experience in collaborating with and managing multi-disciplined teams in a dynamic fast-paced matrix environment
- Excellent written and verbal communications skills including public speaking, and the ability to communicate with openness and transparency
- Thorough knowledge and experience with MS Office and other PC-based applications
- Ability to travel to USA, Europe and Asia to visit OEM customers and trade partners up to 40%
- Enjoy working with people who are striving for sustainable profitable growth, in a corporate socially responsible way
- Post secondary degree or diploma in Business or Electrical Engineering
- MBA desirable

Please send resume as an attachment to [careers@delta-q.com](mailto:careers@delta-q.com) quoting "Product Manager" in the subject line.

Delta-Q is located in Burnaby, BC, the geographical centre of Metro Vancouver. With a diverse economy and a growing high-technology sector, Vancouver is a world-class multi-cultural city set amidst the natural beauty of the ocean, lakes, rivers and mountains of the Pacific Northwest region. It is no wonder that so many people from around the world have made Vancouver their home and those raised here have chosen to remain.

Challenging career opportunities, competitive benefits and an outstanding location make Delta-Q a great place to be.

For more information about Delta-Q Technologies and current career opportunities please visit us at [www.delta-q.com](http://www.delta-q.com).