



Background

Kron Technologies is an emerging technology company that has grown from its Kickstarter origins to develop innovative cameras that have disrupted the world of high-speed imaging. We're looking for more talented individuals to join us as we design, develop, and manufacture world-class imaging products. Our employees enjoy flexibility, freedom, great colleagues, a positive work/life balance, and stimulating challenges to resolve.

We're located a short walk from the Production Way/University Skytrain station, and a 5-minute drive from the Highway 1, Gagliardi Way Exit.

The Opportunity

This full-time position is an opportunity to work in a technology company that is reshaping the world of high-speed cameras. Reporting to the General Manager, the **Product Manager** is responsible for driving the product direction for high-speed imaging products (cameras) by defining product road maps, strategy, and development opportunities. 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 market-leading products. It also includes working with Sales, Marketing and Customer Support to ensure revenue and customer satisfaction goals are met. It is expected the successful candidate possesses relevant product lifecycle, industry and market expertise to develop and implement a market-leading strategy.

Responsibilities

- Define the product strategy and roadmap to drive business growth for Chronos high-speed cameras
- Lead market analysis, defining market segmentation and identifying gaps (differentiation opportunities) both against the competition and to seek new market opportunities
- Develop business cases and go-to-market strategies for new products, features, and business opportunities that will improve profitability
- Meet with customers to understand their needs, collect and challenge their views on market direction, and support sales when required through sales calls, presentations, customer seminars, etc.
- Review incoming product requests, identify market problems or user stories, work with Engineering to complete internal feasibility studies
- Evaluate competitor feature set and user experience, understand Kron's product benefits and opportunities for improvement
- Create comprehensive product requirements documentation that guides product development and engineering efforts
- Track, analyze and model/forecast sales performance of existing products
- Work with component, sensor, and optics suppliers to identify new technologies and opportunities to solve customer problems and drive business growth
- Maintain all customer-facing assets up-to-date, including product pages, public designs, case studies, application guides, etc.

Qualifications

- Bachelor's Degree, preferably in software, engineering, marketing or business



- Minimum 3+ years' experience working in Product Management managing complex B2B technical products
- Full Product lifecycle experience, from concept development through obsolescence
- Work experience in a high-tech product development sector, preferably in hardware product development and manufacturing, ideally in the visual display and/or imaging (high-speed camera) industry
- Strategic thinker and visionary with a passion for new technologies
- Customer-centric; must be able to understand how customers value the product features and be able to hear “voice of the customer”
- Exceptional technical skills, and the ability to gather and translate customer needs into easily understood engineering requirements
- Proven ability to influence cross-functional teams without formal authority
- Superior communication, negotiating and relationship-building skills both with internal and external stakeholders
- Detail oriented, self-driven, analytical, and inquisitive

Preferred Skills/Experience

- Knowledge of camera, high-speed video camera, imaging technology and/or machine vision applications and related industries (entertainment, research, manufacturing, analysis, etc.)
- Bonus points for Project Management experience
- Pragmatic Marketing Certification

Perks, Compensation and Benefits

As a full-time employee, you'll receive a salary commensurate with your capabilities and experience. We offer a comprehensive benefits package including extended health, dental, and travel medical insurance, Healthcare and Lifestyle Spending accounts, positive work/life balance, and a professional development allowance.

In addition, we have a complete electronics lab and machine shop, which you're welcome to use in off-hours for personal projects.

To apply, send your **resume** and a **cover letter** indicating why you are an excellent fit for the role to jobs@krontech.ca. We look forward to hearing from you!

--- Candidates must be able to report to our Burnaby office and be legally authorized to work in Canada ---