

Position Description

Position Title: Product Manager - Oil and Gas Division

Reports to: Manager, Product Implementation - Oil and Gas Division

Effective Date:

Position Summary:

We have an excellent opportunity to join our Oil & Gas business as a Product Manager. This role is responsible for the research, development, and implementation of innovative solutions to safeguard the integrity of O&G supply chains. The successful candidate will be required to deliver innovative products and solutions (both hardware and software) into new and existing O&G accounts, and also provide training and hand over to designated staff based at any one of our global offices. The role will cover the entire product development lifecycle from working with the company's sales team in identifying, scoping, and understanding problems statements to initial concept, pilot scale, factory scale-up, and into full program implantation and knowledge transfer. As such, the role will require widespread stakeholder engagement from Customers to external suppliers and cross-functionally within our business.

Roles and Responsibilities:

- Work with the sales and marketing team and customers to understand market research and problem statements to build a business case and justification for new technology and solutions
- Provide technical expertise to identify and/or develop additional products and services, internally and externally, that deliver success for new and existing customers and integrate these into products in the Authentix portfolio.
- Deliver product development projects within scope, budget, and schedule constraints.
- Manage the implementation of new products into Oil and Gas programs and manage progress, timelines, status, schedules, risks, issues, and resolutions to stakeholders.
- Meet regularly with the Product Management team and other cross-functional teams within our business (such as hardware and software engineering, PMO, POM, and Sales). This will include international travel for customer visits as well as to the US Head Office.
- Manage the day-to-day operational and tactical aspects of multiple and/or large-scale projects across multiple groups or divisions.
- Provide effective leadership and management.
- Ensure compliance with corporate principles, values, and policies.
- Organize, manage and control the Authentix Standard Operating Procedures (SOP's) required for implementation and ongoing operations.
- Manage knowledge transfer of new products and solutions to multiple functional teams internally and externally including subcontractors, partners, regional agents, and customers.
- Develop metrics and key performance indicators.

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- Proactively monitor the performance of the deployed solution, report to stakeholders, and take corrective action if necessary.
- Responsible for effective scope definition and change management.
- Comply with health and safety policies and quality system.

Knowledge, Skills, and Abilities [education, certification, experience, general skills]

To perform this job successfully, an individual must be able to perform each essential function satisfactorily. The requirements listed below are representative of the knowledge, skills, and/or abilities required to satisfactorily perform the essential functions of this job.

- Bachelor's degree in engineering or technical field from a four-year college or university is desired. Ideally five (5) years experience in the Oil and Gas industry or 3 years as Product Manager
- Proven management of the whole product development lifecycle i.e. from concept to market
- Effective leadership and management
- Excellent communication skills with the customer and with management.
- Able to provide technical expertise and support via written reports and presentations (remotely or in-person).
- Must understand profitability on projects.
- Capable of understanding contractual terms (warranty, guaranty, indemnity, etc.).
- Excellent problem-solving and decision-making skills.
- Demonstrated Project management knowledge and experience.
- Ability to manage Customer and partner relationships.
- Effective organizational skills and ability to prioritize workload effectively.
- Sound scientific background
- Knowledge of procedures, standards, and application of validation and documentation.
- Knowledge and applications of safety procedures (e.g. COSHH).
- Proficiency in the use of all Microsoft programs with a specific requirement of intermediate to advanced skills in the use of MS Teams, Excel, PowerPoint, and Word (MS Project and Visio desirable)
- Ideally, experience with managing and directing Oil and Gas projects

Special Requirements [Travel %, language, etc.]

- The role will require travel, both domestic and international, in scoping and implementing new offerings.
- Experience working directly in fuels distribution including marketing, sales, or logistics
- Experience with other downstream Oil & Gas activities including terminal administration, fuel logistics, and production and manufacture.
- Product and/or Project Management certification and/or Professional Engineering license preferred.