

JOB DESCRIPTION

Job Title:	Product Line Manager Time & Frequency	Responsible to:	Senior Director Product Line Management OSA
Hierarchy:	Manager	Cost Center:	
Competency Category:		Location:	Switzerland (preferred)
Optional Regional Information			
Incumbent:		Company Vehicle:	No
Principle Tasks:			
<ul style="list-style-type: none"> • Define the Cesium product line roadmap • Define the marketing specification of new features and products • Interfaces directly with OSCILLOQUARTZ customers and customer facing organizations, and with internal engineering organizations so to capture market requirements and satisfy tactical and strategic customer needs. • Author Marketing Requirements, including Market study, Competition analysis, Product requirements, Price, Planning, go to market strategy. • Communicate customer needs back into OSCILLOQUARTZ internal organizations to influence design and business priorities and to deliver timely solutions to customer programs. • Coordinate with OSCILLOQUARTZ business development teams to prioritize product features across a broad range of opportunities. Research and participate in standards activities in related fields and disciplines to ensure conformance to relevant industry standards and practices, • Develop pre-sales documentation to support OSCILLOQUARTZ BD team. • Support internal manufacturing and business processes to realize successful program delivery. 			
Supplementary Tasks:			
<ul style="list-style-type: none"> • Coordinates multi-discipline teams to realize the successful implementation of products for the OSCILLOQUARTZ Time & Frequency product line. • Study of customer application, Solution design, Pre-tender product presentation to customers, • Training of OSCILLOQUARTZ network and system consultant teams, as well as supporting training of OSCILLOQUARTZ channels (VARs, integrators, distributors). • . • Project reviews of funded programs (private or Government) when applicable. • Representing the company in several Time & Frequency forums in several applications (Metrology, Telecom, Space & Defense). 			
Customers (Internal & External)			
<ul style="list-style-type: none"> • 			
Skills / Qualifications / Training / Experience:			

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- Engineering education, ideally with strong physics knowledge.
- Understanding of Frequency and Time source and distribution technologies.
- Ability to help customer in designing its Time & Frequency distribution system.
- Ability to convince about OSCILLOQUARTZ Key Selling Points around Cesium.
- Understanding of past and current market applications for Time & Frequency source & Distribution.
- Experience with selling / supporting sales is an advantage.
- Excellent presentation skills so to make complex technology simple, motivate sales forces and build customer confidence and trust.

Success Criteria:

- Excellent communications skills, both written and spoken,
- Excellent organizational skills – ability to work on multiple projects at the same time.
- Ability to build up credibility and OSCILLOQUARTZ name in the T&F arena.
- Refined presentation skills – experience presenting to senior management and executives.
- Credibility in the T&F area and understand market requirements and business opportunities in the same domain.

Contact

Directly on company's homepage /careers

www.oscilloquartz.com
www.advaoptical.com