



**Title: VP of Product**

**Reports to: CEO**

**Company Profile:** Optigo Networks is shaping the future of the commercial Internet of Things (IoT) by redefining how smart buildings are connected. We reduce the cost and complexity of deploying IoT by providing a robust edge-to-cloud solution for connecting and monitoring the systems that make buildings secure, comfortable and efficient.

Our offerings include Visual BACnet™, a SaaS monitoring solution for building IoT systems, and Optigo Connect™, a network hardware and software platform for connecting and managing building IoT systems. Optigo works with the world's largest building technology solution providers to bring new and innovative solutions to market.

**The Role:** Optigo Networks is looking to add an experienced VP of Product to join our dynamic management team. The VP of Product will be a key part in Optigo's growth, focusing on aligning our product and business strategies.

**Key Duties and Responsibilities:**

- Oversight over all of Optigo's products and services, from conception to end of life
- Immediate focus on Visual BACnet, Optigo's cloud-based SaaS solution
- Ensure Optigo's products and services meet customer and market needs
- Develop monetization strategies from free trials to long term paid accounts
- Measure customer conversion, retention, and satisfaction to support upsells and renewals
- Analyze customer feedback and usage metrics to improve capabilities
- Work with technical and non-technical stakeholders to deliver complete solutions
- Manage bottlenecks, provide escalation management, anticipate and make trade-offs, balance the business needs versus technical constraints, and maximize business benefit while building great customer experiences
- Manage the product management, product development, solution architecture, DevOps, and testing

**Requirements:**

- 10+ years in product management
- Experience scaling a product organization, creating, and maintaining processes and systems
- Strong communications skills, including the ability to explain technical concepts and theories to non-technical audiences
- Preference will be given to candidates located in Greater Vancouver area
- Preference will be given to candidates with experience in SaaS and the commercial/enterprise IoT market

**Compensation:**

- We offer a competitive compensation and benefits package, including stock options

**Start Date:** Immediate

Apply at [careers@optigo.net](mailto:careers@optigo.net)