

Director, Solutions & Product Management

Job Description

As Director of Solutions / Product Marketing and Management at Altia Systems, you will take a leadership position within the company and work with senior management to define, help develop and manage our solutions and product portfolio and roadmap. Your main responsibilities will be to:

- Contribute hands-on in defining the solutions and product requirements, and managing these through the product lifecycle.
- Develop solution and product roadmaps, including market requirements, product requirements, market/ecosystem analysis, competitive analysis and customer feedback/integration into requirements.
- Help develop and drive the go-to-market strategy and related operational plans.
- Help set up the solution / product management team.
- Work with sales and early adopter / lead customers to develop replicable, scalable solutions.
- Work closely with ecosystem partners/OEMs on solution definition and program management.
- Help drive thought leadership for PanaCast and related solutions through articles, white papers, panel participation and social media engagement.
- Contribute to business development and ecosystem partnerships.
- Develop/integrate market and related research to ensure correct positioning for solutions.
- Represent the company at customer, partner, investor and industry events.

We offer the opportunity to join a Silicon Valley start-up with a highly differentiated and disruptive solution that that is gaining strong early market and customer traction. We also offer competitive total compensation package, including salary, stock ownership, health benefits and a fast-paced and high-energy work environment. This position is located in Cupertino, CA.

We seek an ambitious team member with a track record of demonstrated vision and leadership throughout his/her career, with strong product marketing and teamwork skills, who thrives in a fast-paced environment, can manage multiple tasks well and is motivated by aggressive targets and commensurate rewards.

Required Skills and Experience

- 8+ years of technical experience in Unified Communications & Collaboration, with demonstrated hands-on capability in Product Marketing of collaboration services and solutions
- In-depth knowledge of existing collaboration solutions, including Microsoft® Lync® and Cisco® WebEx®.
- Track record of developing and leading solution/ product strategy and roadmaps management.
- Experience in both early-stage entrepreneurial environment as well as larger, established organizations.
- Strong organizational capabilities and high dynamic range in work output, from strategic thought through operational implementation.
- Demonstrated capability as a hands-on team player and in building and managing a successful team.
- Strong interpersonal, presentation, negotiation, written / verbal communications and program management skills.
- Demonstrated capability in learning and communicating new technologies and solutions.
- Solid experience with tools like Salesforce and LinkedIn for marketing purposes.
- BSEE, BSCS or a related technical degree, MBA preferred.

About Altia Systems

Altia Systems™ is a venture-backed company based in Cupertino, CA, and creator of the PanaCast™ Experience: a unique, award-winning solution which enables anyone on desktop or mobile to communicate with participants around the world in an immersive, interactive, individualized way using real-time Panoramic-HD 200° field-of-view video, which replicates the human visual perspective, and HD audio. PanaCam mode seamlessly upgrades popular collaboration suites with 200° field of view panoramic video. See altiasystems.com for more information.

The PanaCast[®] Experience allows people to communicate immersively as a group, in real time, in a natural and personal way, from anywhere in the connected world. Each participant receives natural-looking 200° panoramic-HD video streams on their own devices, with HD audio. They can then “look around” in the video streams on their own, as if they were there by using touch enabled gestures, without disturbing other participants’ experience. Discussions flow naturally and freely in PanaCast[®] sessions, helping people see more and do more in less time during personal and business communications.