

Director of Product Management – WindSim Power Line Solution

WindSim Power is a provider of high-performance Dynamic Line Rating (DLR) software and consulting services for power utility operators aiming to increase transmission capacity of existing power lines with no extra CAPEX. WindSim Power Line (WPL) solution measures environmental conditions, providing full visibility of transmission line conditions for a real-time overview of true capacity.

In our core mission, WindSim Power will strive for the continual development of innovative technologies and practices that will help the United States lead the global transition to a clean energy economy. Based on this forward-leaning principle, the WindSim Power Line technology has been developed with a broad understanding of the challenges facing the energy grid today, including grid modernization and integration of renewable energy sources and technologies.

About the position

WindSim Power has developed a Dynamic Line Rating solution that simulates operating conditions in real time using a combination of advanced modeling software and weather data gathered from local weather sensors. The solution is called “WindSim Power Line” and includes software from Idaho National Labs and Computational Fluid Dynamics software developed by WindSim Power’s Norwegian parent company, WindSim.

The Solution can be deployed as a stand-alone application or fully integrated into a customer’s Energy Management System. WindSim Power Line has had three successful pilot projects, including with New York Power Authority (NYPA) and Idaho Power. The real-time capability of the solution is at Technology Readiness Level (TRL) 9 and the forecasting part of the solution is at TRL 7.

Our new Director of Product Management will be a key contributor in developing the WindSim Power Line solution based upon market requirements and resulting in successful deployment of a high performing cloud-based SaaS solution. Your key responsibility will be to make sure our team solves the right problems and successfully builds products that our customers value and support WindSim Power’s business goals. The position has significant opportunities for personal development, teamwork, autonomy and creating impact. The role requires that you simultaneously have a broad view of company goals, needs, and success and maintain an in-depth focus on a product’s objectives, needs, and success.

Responsibilities Include but are not limited to:

- Continue successful deployment of NYPA pilot and technology transition
- Work with team on WindSim Power Key Performance Indicator to achieve 10 WPL demonstrations over the next 12 – 24 months and strive to close new subscription opportunities
- Play an active role in developing a business development plan
- Analyze and communicate market segments, customer needs, target users and product/market fit
- Define and communicate product vision, value proposition and positioning
- Market and user research

- Competitor analysis
- Cooperation opportunities; alliances with competing and complementary technologies
- Document and communicate functional requirements
- Develop and manage product team and roadmap and backlog
- Develop and manage customer support organization
- Plan and manage product lifecycle events in cooperation with internal and external commercial and technology stakeholders; planning, investment decisions, development, product launch, releases, end-of-life
- Develop and drive execution of product KPIs

Qualifications

- Demonstrated product management/product owner achievements from high performing agile/lean SaaS or cloud environment
- Experience developing and managing user/functional and non-functional requirements, e.g. security, performance
- Strong oral and written communication skills
- Demonstrated ability developing and executing initiatives end-to-end
- Bachelor's degree or higher

What you will need to thrive and succeed

- Desire to contribute to the energy transition
- Empathy for customers
- Engagement in creating value and driving impact
- Establish and grow relationships with internal and external stakeholders
- Can-do attitude and focus on job-to-be-done
- Team developer and dedication to team and personal development
- Aptitude for analytics and data
- Energized by dynamic and cross functional environment

What we offer

- Small organization where the contribution from each employee has tangible impact
- Empowerment and ability to grow with company
- International team of highly competent colleagues with expertise in wind energy
- Co-working offices in California, Oslo, Tønsberg, Idaho
- Possibility to participate in employee shareholder program