

## **Product Manager - GIS** - [www.dmtispatial.com](http://www.dmtispatial.com)

Our Business:

DMTI Spatial is in the location information management business. We enable our clients with the data products, technology and professional services required to harness the benefits of Location Intelligence. The term Location Intelligence is often used to describe the data, tools and expertise used to geographically “map” information. The value of Location Intelligence is now widely recognized as being linked to strategic and operational success.

DMTI Spatial is primarily a B2B and B2B2C business, with a blue-chip customer base composed of Fortune 1000 and government accounts. The company provides world-class data products, professional services and technologies that bring full solutions to the marketplace.

### **Job Summary and Essential Functions**

The Product Manager is focused on taking new product ideas from concept to reality by understanding the market opportunities, developing and communicating product specifications to key stakeholders, helping guide the development and QA processes to ensure the product functions as required, and participating in go-to-market activities. The Product Manager is actively engaged in the product design process with a core objective of translating customer business challenges into technology solutions that solve their problems.

It is the responsibility of the Product Manager to:

- Engage in product and market research to understand the market, competitive landscape, and opportunities.
- Interface with sales, marketing, business partners and customers to gather feedback on the current product and input on future requirements. Document and communicate market and product requirements based on input from these key stakeholders
- Assist the Director, Product Management in the development, communications, and implementation of a comprehensive product roadmap that is customer centric in design and execution.
- Support Marketing in the development of product collateral and content for use in websites, brochures, presentations, promotions, partner marketing, and by the DMTI sales team.
- Deliver product demonstrations and presentations to sales, partners and customers.
- Work collaboratively with product development to develop comprehensive functional specifications for new products/features and assist in all processes required to bring the product or feature to market. This includes the creation of supporting documentation, marketing position statements, presentations and demonstrations.
- Provide guidance to the Quality Assurance process to ensure delivered product meets original requirements.
- Support sales and marketing in the communication of DMTI solutions to customers and partners through various mediums such as print, webinars, trade shows and meetings.

### **Required Qualifications**

- A minimum of 3 years of software product management/product marketing experience supporting enterprise software solutions.
- Solid understanding of GIS technology (preferred spatial data, mapping and/or demographic databases, software).

- Technically literate, familiar with emerging technologies and trends in location intelligence solutions.
- Ability to think strategically, analyze information, develop comprehensive business plans and execute and measure performance against plan.
- Ability to see a product from the user perspective and understand the product from the user's point of view.
- Work and think independently and as a team member to meet company objectives
- Excellent written and oral communications skills.
- Good customer presence with effective presentation skills
- Highly motivated self starter with initiative and passion to succeed
- Good time management skills with ability to work under pressure and tight deadlines.
- Excellent work ethic; professional and dedicated

Please visit our website at [www.dmtispatial.com](http://www.dmtispatial.com) for information on our company.

Located in Markham, Ontario (Hwy 404 & #7), this position offers a competitive compensation program, a fast paced professional environment and the opportunity to participate in the growth of an exciting, high tech company.

We thank you for your interest. However, only those candidates selected for an interview will be contacted.

PLEASE, NO TELEPHONE CALLS OR AGENCY SOLICITATION

Qualified candidates are invited to forward a covering letter and a current resume to the Human Resources Department at: [jobs@dmatispatial.com](mailto:jobs@dmatispatial.com). Candidates should state clearly in their cover letter the position they are applying for.

We are an Equal Opportunity Employer