



Product Manager – Video Services

Aldea Solutions Inc. - Montreal, QC CANADA

Aldea Solutions, Inc. is a leading provider of services and solutions for the television and media industries. Established in 2000 in Montreal, Canada, Aldea offers fully managed transmission services using its fibre and partner teleport facilities. Services include full time and occasional use services, video streaming, production and transmission services. The Company's services are used by leading major broadcasters and media companies around the world for the transmission of sports, news and television programming.

As part of our expansion strategy, we have new exciting career opportunities for a Product Manager based in Montreal, Canada. This position will be called upon to visit our different bases around the globe.

The **Product Manager** is responsible for both the planning and marketing of Aldea's video services. This includes managing their lifecycle, gathering and prioritizing customer requirements and working with all company departments to ensure revenue, profitability and customer satisfaction goals are met.

Responsibilities include:

- Developing and implementing commercial strategies and plans ensuring that the product and marketing efforts support the company's overall strategy and goals.
- Performing market and competitive analysis.
- Developing and coordinating targeted communication plans.
- Negotiations with service partners.
- Supporting sales, meet with customers, ensuring the development of Aldea services are in tune with the market's needs.
- Developing business cases and producing product plans for the implementation of each new service.
- Coordinating successful product and service launches.

The candidates must have the following:

- Bachelor of Commerce or Bachelor of Engineering (Electrical).
- Minimum 4 years related product management and marketing experience with telecommunications carriers' products and services and/or Broadcast environment.
- Experience with broadband services, specifically broadcast video and audio services and internet networks. Knowledge of video and telecom technologies are essential.
- Excellent communication (written and oral) skills in both English and French, additional languages are valuable assets.
- Ability to deliver presentations to customers via webinars and tradeshow/seminars.
- Characteristics required: self-starter; team leader and player; analytical; possessing a strong business sense, inquisitive and constantly in tune with the latest marketing and customer trends.
- Proficient with various software applications (MS Office Suite, CRM/ERPs).

Join our talented team, bring your passion, your energy and be part of our ever-changing world of technology.

Introduce yourself via email at careers@aldea.tv; include a few words to describe how you can share our vision and our services.

Thank you for choosing Aldea Solutions as your potential employer. We will communicate directly with Candidates whose profile reflects the above descriptive.