



***** Please note that this position can be based out of Canada, Chile, or Mexico *****

Product Specialist, Video Services

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 video streaming, production and transmission services over fibre, internet and satellite networks. 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 Specialist**.

Summary

The Product Specialist is responsible for both the development of new products and the management of existing ones. This includes managing the overall lifecycle of the product and working with all company departments and partners to ensure revenue, profitability, and that customer satisfaction goals are met.

Responsibilities include:

- Elaborate product plans in line with Company's overall strategy and goals;
- Develop business cases and plans;
- Develop product positioning and specifications;
- Support Sales people, meeting with customers, and ensuring the development of Aldea services are aligned with the market's needs;
- Develop and coordinate communication plans and product launches;
- Manage relationships and negotiations with service partners;
- Create marketing content and sales tools;
- Communicate the value of new products & releases to our Sales team, Sales Engineers, and Marketing team;
- Execute market research and products comparisons;
- Manage communications and follow ups with IT and other departments to ensure product delivery time, specifications, and functionalities.

Profile:

- Bachelor's degree of Commerce or in Engineering;
- Minimum 4 years' relevant experience in product development and/or product management;
- Experience with telecommunications services and/or broadcast/media industry;
- Experience with broadband services, specifically broadcast video, audio services, and internet networks. Knowledge of video, telecom, and IT technologies is essential;
- Excellent communication skills (written and oral) in English. Spanish, French and additional languages are valuable assets;
- Proficiency with various software applications (MS Office Suite, CRM/ERPs);
- Self-starter, team player and a passion to lead projects and people;
- Strong analytical skills and business acumen;
- Inquisitive and constantly in tune with the latest marketing and customer trends.