

Terma North America (TNA), the US subsidiary of Denmark based Terma A/S, is searching for a highly qualified **Commercial Product Manager** to join our team of exceptionally dedicated professionals in an exciting and rewarding fast paced highly successful company. Leveraging the outstanding Terma reputation and our strong relationship with the US DoD, Homeland Security and large Prime Contractors for more than three decades, Terma has developed a significant presence in the U.S. as provider of mission critical solutions for aerospace, defense and security sectors. We are known as an independent, agile, and fast responding partner for mission customized solutions. For further information, please visit www.terma.com.

Location: Atlanta, Georgia

The Challenge:

The Commercial Product Manager is a part of our Advanced Design team. The Advanced Design Team is responsible for identifying technologies and developing future markets and products in support of our global Aeronautics business.

The Commercial Product Manager is responsible for the commercial aspects of the products throughout the entire product lifecycle. This position will exert influence across multiple internal and external organizations; Business Development, Product Development, Industry Partners, and Department of Defense (DoD) Customers. This highly visible position is key to further expand Terma's growing presence in the North America region.

Job Requirements

- Leverage a high level of self-motivation and hands-on skills to simplify complicated problems; assignments are self-initiated, determine and pursue courses of action necessary to obtain desired results
- Oversee and contribute to aeronautics business area products from survey through general availability
- Be a prime point of contact for interfacing with customers to product/project activities, resolve technical issues, and provide status
- Create, maintain, and disseminate product business, management, and master family plans
- Collaborate with internal and external stakeholders by coordinating interdependencies between products, projects, and advanced design concepts
- Perform business market research and financial projections
- Ensure alignment of product goals with aeronautic business objectives
- Maintain aggregated restrictions overview, e.g. Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR), North Atlantic Treaty Organization (NATO) classification, and Non-Disclosure Agreements (NDA)
- Maintain an active product portfolio in the aeronautics application business area
- Maintain awareness of current, emerging, and competing capabilities
- Provide periodic progress reports including details on schedule, cost, scope risks, and issues
- Interface with management and project teams to report product activity status.
- Support proposal development activities including development of technical solution, proposal text development, completion of technical requirements matrices, cost estimating, and presentation activities
- Provides technical and administrative input supporting submissions to government and commercial customers
- Support Business Development by working with customers to determine requirements of new products; including attending customer meetings and events, understand and translate customer needs into technical solutions, and work with engineering to bring products to manufacturing



- Provide technical leadership in formulating stakeholder requirements, and identify critical engineering requirements
- Work directly with System Integrators and other product manufacturers

Qualifications

Minimum Education and Experience:

- Bachelor's degree in Engineering, electronics, computer science or directly related discipline plus a minimum of 10 years of substantive related work experience OR Master's degree plus 8 years of related work experience

Required Skills and Experience:

- Expert in Product Management
- High degree of competency in understanding business models, roadmap development and business case development
- Strong interpersonal and influencing skills and ability to navigate in complex organizations and markets
- Strong technical and business acumen
- Excellent oral and written communication skills
- MS Office experience (Word, Excel, Outlook, PowerPoint, etc.)
- Recognized as a Company/Industry expert resource
- Experience with proposal writing
- Self-driven: Ability to work independently or as part of an international team
- Ability to work in a multi-disciplinary team environment
- Demonstrated ability to communicate effectively with customers as well as with team members working remotely.
- Willingness to travel 25% Domestic and International
- Ability to obtain and maintain a secret security clearance

Preferred Experience:

- Experience/Knowledge with Terma products or similar products
- Certification in PMP or Six Sigma
- Systems thinking skills (i.e. ability to work at a detailed level, but understand system level implications)

To Apply: Send resume to Terma North America, Inc. – employment@termana.com

Terma North America, Inc. is an Equal Opportunity/ Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, or national origin, and requires affirmative action to ensure equality of opportunity in all aspects of employment. Executive Order 11246, as amended, protects applicants and employees from discrimination based on inquiring about, disclosing, or discussing their compensation or the compensation of applicants or employees.