

## Product Manager (Vienna, VA)

Reference Code: MAPM11

Corning MobileAccess is actively seeking a Product Manager to join our team in Vienna, VA. This candidate will be responsible and accountable for his or her products throughout the product lifecycle and deliver on key KPIs, including on time delivery, cost and execution to business case, and market acceptance.

The Product Manager will indirectly manage cross functional teams to support product development, pricing, positioning, and promotion. He/she will also support product strategy, features, and product enhancements for the Company's solution portfolio.

### Essential Duties and Responsibilities

- Lead proposition development and solution definition including product features and functionality for programs within his/her responsibility.
- Assume responsibility for his/her products throughout the product lifecycle.
- Develop business cases in support of program approvals and development prioritization.
- Assist in development of platform and product strategy.
- Effectively manage cross functional teams throughout product lifecycle ensuring broad participation and buy-in to the product initiative and management process.
- Develop product documentation and collateral including: General product documentation, marketing requirements and datasheets, product presentations, white papers, technical notes, and deployment recommendations.
- Support sales and business development in presenting the value proposition to key operator customers/operators.
- Work with sales and operations to ensure channel performance and planning.
- Analyze competitive offerings and develop positioning and competitor differentiation with marketing team.

### Qualifications

- Bachelor's Degree in Engineering required; MBA preferred.
- 5 or more years experience in product management, product marketing, or related field with a background from either the wireless infrastructure industry.
- Demonstrated knowledge of wireless industry protocols and RF principles for cellular, data, and Wi-Fi – GSM, CDMA, LTE, WiMAX, 802.11a/b/g/n, etc.
- Ability to drive and appropriately prioritize customer and product requirements.
- Strong communication/presentation skills and executive presence.
- Ability to present highly complex results and requirements at senior client levels, as well as internally at regular operations meetings.
- Strong collaboration and cross functional partnership skills; ability to influence internal colleagues from all business and technical functions.
- Strong ability to understand operator customer/operator business needs.
- 20% domestic travel required.

### How to Apply

Please send your resume and cover letter via email to [jobs-us@mobileaccess.com](mailto:jobs-us@mobileaccess.com). Mention code: MAPM11

### About Corning MobileAccess

Corning MobileAccess is a leading manufacturer of in-building wireless distribution products for wireless service providers, enterprise, healthcare, government, and educational applications. More detailed information on Corning MobileAccess can be found at [www.mobileaccess.com](http://www.mobileaccess.com).