IIoT Product Manager - L2L Connect

About L2L

L2L is a leading SaaS platform for global manufacturers. We help these manufacturers digitize their processes to improve efficiency, reliability, and profitability. Our platform improves operating productivity for over 175,000 users across the globe, helping them reduce machine downtime, improve response time to production issues, and reduce the cost of overall plant management. L2L is backed by M33 Growth, a growth-focused private equity firm in Boston Massachusetts that provides both capital and resources to develop already-great businesses into market leaders

Overview

The IIoT product manager will be responsible for the L2L Connect product. L2L Connect is a software/hardware solution for the IIoT market. It provides fast, cost effective connectivity to most any type of machine ,using I/O devices that communicate with an edge device on a long-range RF mesh network. The solution allows for the creation of business rules for interpretation of electrical impulses on the machine into machine level data. The data is then used to optimize production and maintenance activities. The IIoT Product Manager will work cross functionally with the engineering, design, sales and marketing teams to grow the L2L Connect hardware and software offering. You will develop a deep understanding of our market and our customers, to craft compelling solutions in this space. This position will provide the opportunity to play a leadership and hands-on execution role in every aspect of the L2L Connect product life cycle

What you'll do

- Steer the overall L2L Connect product direction, improving and expanding on a robust and innovative IIoT ecosystem
- Utilize AI/ML technology to further generate valuable insights for customers
- Ensure information about L2L Connect's offering is clearly understood by internal and external stakeholders in the most professional and accessible way
- Collect customer and stakeholder feedback to generate a roadmap and a long-term product strategy
- Track industry trends, analyze competitive landscape, and assess areas where L2L can provide unique value.
- Be accountable for customer satisfaction, product adoption and business outcomes
- Communicate in multiple directions to bring clarity across the organization - articulating business logic to both internal and external stakeholders.
- Translate business needs into the product roadmap, technology specifications and use cases.

- Serve as the go-to expert of your product area within the company, contributing the vision on how our solution provides value to customers, and how users engage with our products.
- Work closely with developers, and company leaders to discover effective solutions, and then collaboratively deliver those solutions to market.
- Ask critical questions at every stage of the product discovery and delivery process, to ensure that we are always building the best possible solution.
- Bring an entrepreneurial spirit with a strong sense of curiosity, ownership, and eagerness to learn in a fast-paced environment.

Minimum qualifications

- 7+ years of experience in relevant product, development or business roles
- Bachelors or Masters degree in a technical field
- High level of technical knowledge and the ability to establish credibility with engineers
- Excellent communication and presentation skills

Preferred qualifications

- Direct or indirect (i.e. B2B sales/product management) experience within the manufacturing sector
- Basic knowledge of AI / ML technology from a product management perspective
- Experience going through a full product lifecycle, driving prioritization and pre/post-launch execution for a *hardware* product.
- Strong experience developing technology enabled, IoT devices with a General Manager mindset
- Experience and knowledge of PLC controls, CNC equipment, OPC/UA, MTConnect, MQTT, OSIsoft PI, Raspberry Pi would be a plus

To Apply
Please email your resume to John.Fishell@L2L.Com