

Product Lead Thermal Imager Solutions - JD (DJD2022033)

Roles	<p>Product Lead Thermal Imager Solutions</p> <p>Product Lead is responsible for the development of TI product & solutions and value directly to customers. They are expected to have external focus with customers and solution partners.</p> <p>The goal to ensure consistent delivery of high quality Products & Service based on the use</p>
Responsibilities	<p>Thermal Imager Product portfolio & Roadmap</p> <p>Capable of understanding user requirement and to evolve solutions on Thermal Imager</p> <p>Articulate the business and technical value of our services and solutions to customers.</p> <p>Work closely with technical Architects for technical solutions and architectural design needs</p> <p>work closely with BD and Sales to expand market footprint</p> <p>identify partners and establish collaboration in line with user requirements</p> <p>Develop opportunities, lead, collaborate and motivate sales pursuit teams across the organization and its strategic partners.</p> <p>Responsible for the development of competitive cost cases for complex, multi-year opportunities which meet the customer's requirements</p>
Category	Description
Qualifications	BE (E&C/ instrumentation/ Optics)
Experience	experience as product lead or product architect or tech lead in the domain of electro optics/
Technical & Process Capabilities	<p>Proficient in Product portfolio in areas mainly Thermal Imaging core, Camera, Weapon Sights, Multi Sights, Geo Locators, INS systems etc.</p> <p>Hands on working on Thermal Imaging devices for weapon sights, surveillance, UAV, land, naval, air borne application etc.</p> <p>Expert in developing solutions to customers usecase, TI product architecture</p> <p>Electro Optics knowledge</p> <p>Experience in variety of Products and services in OEMs</p> <p>Process knowledge maturity , ISO9000, AS9100, CMMI. Product certification standards like</p> <p>Product and process Interface Mgmt, Documentation, Estimation Methodologies</p> <p>Good customer network India and Global and competitor awareness</p>
Behavioural Capabilities	<p>Collaborative , Capable to interact / interface with customers, cross functional team</p> <p>Self driven, able to mentor, openness to explore</p> <p>Customer centricity and external focus</p> <p>Passionate & Learning ability</p>
Values	Accountable & Responsible, Ethics & Integrity, Knowledge, Collaboration, Caring, Agility, Empowerment with Accountability and Sustainability
Preferred Experience, Knowledge & Attributes	<p>Skills, knowledge and abilities for Solutioning Problem Statements of Customers</p> <p>Abstraction, Analytical and conceptual skills in developing efficient and effective solutions to diverse and complex business problems</p> <p>Customer Centricity</p> <p>Effective verbal and written communication skills and means to explain technical information to Customers, Consultants, Tier 1, Suppliers, Senior Management and staff</p>