



On a Mission to create
**A great place to work
and to be from.**



Product Manager

Our Mission: To eliminate energy waste.

Our Vision: To prevent 29 million tons of CO₂eq emissions before 2030 by making energy saving simple, substantial and profitable for large buildings and factories.

Our Core Values: Empower Each Team Member with a Sense of Ownership, build a Positive Team and Family Spirit, Get Shit Done, maintain a High Level of Transparency and Honesty, Be Passionate, Determined and Bold, Pursue Growth and Learning, Be Adventurous, Creative and Open-minded.

Our Business Offerings:

JoulePAYS (Pay as you save): Guaranteed savings on utility energy consumption for large existing facilities through design, execution and management of profitable energy conservation measures. Smart Joules invests in all the upgrades and charges clients a share of the savings under long term contracts.

JouleCOOL: Comprehensive on-site utility business model applicable to new facilities, where Smart Joules offers cooling "as a service" by designing, building, owning, operating and maintaining the entire cooling infrastructure in return for monthly payments based on demand and usage.

JouleONE: Data-driven power quality optimization solutions for commercial and industrial customers in partnership with large electric utility companies.

DeJoule: IOT automation technology enabling data-driven continuous performance optimization and client delight. It continuously identifies and corrects for hidden inefficiencies in dynamic energy systems such as air conditioning and compressed air. It:

- 1) collects data in real time from sensors and other many sources,
- 2) analyses real time and historical data using heuristic and machine learning algorithms to find hidden energy inefficiencies and optimum set points, and
- 3) continuously adjusts (controls) set points of various equipment to minimize energy use.

- For more details, see:

- This [5-minute pitch](#) about the business
- [This interview](#) with Govind explaining our business
- [This podcast](#) with Forbes discussing our business and growth plans
- Our [website](#) and [LinkedIn page](#) have additional information

About the role:

Role Vision and Responsibilities:

In this role you'll own one of several products, work with customers and internal stakeholders to develop a product vision and roadmap, execute with an engineering/design scrum team, and work with the Chief Product Officer and a growing product team.

- To own and evangelize the product vision, execute road map goals, and work cross functionally across the organization
- To collect and analyse data, feedback and viewpoints from the customers and other stakeholders for creating a strategic roadmap for successful product implementation and to identify new opportunities
- To write bold, detailed Product Requirements Documents, user stories, and acceptance criteria involving stakeholders, design, QA and engineering
- To guide your product towards the most valuable short- and long-term interventions, by implementing a system to confidently assess value, costs, and risks for the product.
- To exhibit product leadership, define and align strategies to the product.
- To collaborate with the Product development team to ensure that the Product features are being developed based on the product roadmap
- To manage all the phases of product ensuring both internal and external involvement and ensuring the deliverables are met efficiently and effectively.
- To liaise between internal and external environment and educate the team about market dynamics.
- Manage releases by communicating them via internal newsletters and meetings, supporting sales and marketing, conducting user trainings, and measuring success (usage, goal completion, success metrics)
- Preparing and executing the reporting and communication strategy including dashboards to key stakeholders on the Product
- To make intelligent use of data, define and track key usage metrics of your product
- Bring a user-centered approach to discovering customer insights, prioritizing features, testing hypotheses, and measuring success of the product.

What We're Looking For:

The Right Candidate Has:

- Hunger to make a positive contribution to the planet
- Courage to roll with the punches and keep going at it
- Optimism rubbing off on others in the organization
- Aggression to think big, move fast and make things happen. Have a strong can-do attitude, and still have the ability to say "no" by articulating trade-offs and road map priorities.

- Pays major attention to minor details
- Tenacity, reliability, perseverance, pursuit of quality. Be able to prioritize their own work, and focus on executing a particular task/project to completion under the pressure of having many diverse priorities on their task list at once.
- Ability to own and evangelize the product vision, execute on road map goals, and work cross functionally across the organization. Ability to translate a **high-level strategy into concrete tasks**. Have a strong can-do attitude, and still have the ability to say "no" by articulating trade- offs and road map priorities
- Excellent communication skills, verbal and written and be adept at working with different personality styles
- B.Tech in any field of Engineering with a good understanding of business
- 3-5 years of work experience as a Product Manager/ Product Owner is preferred

Possible Career Paths in this role

- Independently leading a product roadmap
- Lead a team
- Moving into Product Marketing

Reporting Structure:

- You will report to the Chief Product Officer

Our Impact:

- 35% reduction on total energy consumption across all our clients till date, equivalent to the annual consumption of more than 12.6 Lakh avg. Indian households
- 86,000 metric tons of annual CO2-eq. emissions reduction from existing projects
- Saved more than INR 103 Crore worth of energy for our clients

Teams: 125+ people across Product Development, Design, Projects, Operations & Maintenance, Analytics, Automation lead by an MIT + UC Berkeley Alum, a Navy Veteran, a financial wizard, a product leader and people's champion

Clients: Apollo, Fortis, CARE, KIMS, Aster, Amneal, LMW other leading companies

Geographical Presence: 25+ cities throughout India & 1 international partnership in Indonesia

Financial Supporters: Asian Development Bank, TATA Capital, Sangam Ventures, Max Industries, Intellevestures, Mr. Saket Burman (Dabur Family), Mr. Nadir Godrej and 5 angel investors

Major Recognitions: Champion of Change recognition from the Prime Minister's Office & Niti Aayog, 10+ National Awards from Ministry of Power & CII, International Award from German Energy Ministry, Multiple international grants and fellowships, 35+ media coverages

Reference Materials: [Business India Article](#), [CNBC video](#), [NDTV video](#), [TechForGood video](#), [DeJoule IOT video](#)