

JOB TITLE: Product Manager – Storage
LOCATION: Kelowna Support Office
SALARY RANGE: \$ 90,000 - \$ 110,000
APPLICATION SUBMISSION DEADLINE: Open until filled

BigSteelBox – Canada’s most diversified shipping container company – is looking for a **Product Manager** at its central support office in Kelowna. BigSteelBox has experienced exceptional growth over the past few years and has ambitious expansion plans for the future. To help support this growth, we are looking for a Product Manager to lead the expansion of our storage products and services.

This is a permanent, full-time position (Monday to Friday, 8:30 am – 5:00 pm) starting as soon as possible. The position offers a competitive base salary dependent on experience, an annual incentive scheme, a competitive benefits package, and a company-matching RRSP program after 3 months.

Do you like to be innovative? Are you ready to transform the traditional storage industry?

The ideal candidate will have the opportunity to help make this happen. The marketing department at BigSteelBox is growing to support the company’s expansion, which means there is plenty of opportunity to learn new things and be part of a dynamic team that’s helping to drive the business forward.

One of our 6 core values is “we are passionately driven to be better.” This is an essential quality for a product manager and innovator in the digital age.

“We love our family” is another one of our values. This means you’ll be supported on every step of your journey with us.

We’re also proud to have been certified as a [Great Place to Work®](#)! This certification is awarded after a thorough, independent analysis conducted by Great Place to Work Institute® Canada. It’s based on direct feedback from employees, provided as part of an extensive and anonymous survey about their workplace experience. In addition to this external survey, the results of our most recent employee engagement survey, 90% of employees would recommend working here to a friend.

The ideal candidate works under the supervision of the Director of Marketing. They will work with the rest of the marketing team and help foster great working relationships with other departments and key suppliers.

What makes BigSteelBox unique? Visit our [website](#) to learn more about our [core values](#) and what drives our BigSteelBox family.

THE EXPERIENCE AND QUALIFICATIONS WE ARE LOOKING FOR:

- At least 5 years of experience in Product Management, equivalent marketing role or related business experience
- Bachelor's degree or equivalent (Bachelor of Commerce or MBA preferred)
- Demonstrated success in defining and launching new products or services
- Exceptional computer skills with knowledge of Google Analytics, Search Console and CRM systems
- Experience working in Salesforce Marketing Cloud or Account Engagement an asset

- Outstanding written and verbal communication skills

WHAT YOUR PRIMARY RESPONSIBILITIES WILL BE:

- Developing and writing a business plan for storage to cover a 3 to 5 year horizon.
- Supporting the executive team in long-term planning for the storage business
- Implementing strategies and tactics for improving lead acquisition and driving revenue growth
- Leading customer research specific to the storage business to identify gaps in understanding different customer segments
- Competitive research and monitoring
- Developing and testing new features and benefits
- Managing all aspects of storage pricing, including investigating and testing new pricing models
- Identifying and evaluating potential partnerships
- Reporting and analyzing Storage KPIs

REQUIRED SKILLS/CORE COMPETENCIES

- Accountability – Takes personal ownership and responsibility for the quality and timeliness of work.
- Adaptability – Adapts and responds to changing conditions, priorities, technologies and requirements
- Analytical Thinking – Applies systematic, logical reasoning when addressing problems
- Communication – Expresses and transmits information verbally and written, with consistency and clarity
- Decision Making – Makes concrete, well-informed decisions that support the overall organizational values
- Networking and Relationship Building – Effectively builds constructive, friendly, professional relationships with customers and colleagues
- Planning and Organizing – Accurately estimates duration and level of difficulty of tasks and projects, setting goals and objectives and plans to complete
- Problem-Solving – Uses logic and analytical methods to come to a realistic solution
- Results Orientation – Understands the desired outcomes and stays focused on the tasks required to be successful
- Service Orientation – Provides superior service to both internal and external customers
- Teamwork – Works cooperatively and effectively with others to reach a common goal
- Generative – Possesses enough confidence to be positive, curious and selfless

HOW TO APPLY

No phone calls, please. Go to www.bigsteelbox.com/careers and use the Apply Now button next to this career posting. Please attach your cover letter and resume as one document. We thank all applicants in advance, however, only those selected for an interview will be contacted.