



Job Description

Job Title : Global Product Director, Robotics & Technology

Country : Global

Date : August 2024

Location : Bothell, WA; Austin, TX; or Switzerland

Responsible for (direct reports): Yes

Reports to : Vice President, Global Product Management

Company Overview:

Terex Corporation is a diversified global manufacturer reporting in two business segments: Aerial Work Platforms, and Materials Processing. Terex manufactures a broad range of equipment for use in various industries, including the construction, infrastructure, manufacturing, energy and utility industries.

Terex also offers financial products and services to assist in the acquisition of equipment through Terex Financial Services.

Position Overview:

The Global Product Director, Robotics & Technology, is a leadership role responsible for driving the strategic direction, development, implementation and commercialization of Genie's robotics and technology product portfolio. The ideal candidate will possess a deep understanding of emerging technologies, customer needs, and industry trends, translating them into differentiated products and solutions that provide a competitive advantage for Genie customers.

The Global Product Director will lead a product management team for robotics and technology, manage external partnerships, and work closely with senior leadership and execution partners to prioritize technology initiatives, accelerate innovation, and ensure the successful delivery and launch of new products. This position requires a visionary leader with strong business acumen, technological expertise, and proven experience in commercializing disruptive innovations.

This position may require travel up to 25% and require flexibility to collaborate across different time zones.

**Main Tasks / Responsibilities:**

- Develop and lead the global robotics and technology product strategy, ensuring alignment with Genie's overall business objectives and market opportunities.
 - Oversee the creation and execution of a multi-generation product plan (MGPP) for robotics and technology, identifying key market trends, customer needs, and technology advancements.
 - Drive the technology readiness level (TRL) process, ensuring that all technology developments meet the necessary criteria for successful market introduction.
 - Oversee the development of business cases for new technology investments, guiding decisions on resource allocation, prioritization, and project feasibility.
 - Identify and evaluate opportunities for mergers, acquisitions, and strategic partnerships that can enhance Genie's technological capabilities and market position.
 - Lead co-development projects with external partners, acting as the primary contact and ensuring alignment with Genie's goals and standards.
 - Collaborate with global teams across product management, engineering, operations, sales, supply chain, and services to drive the successful implementation of the technology roadmap.
 - Foster a culture of innovation, collaboration, and excellence within the organization, ensuring that teams are aligned and working towards common objectives.
 - Act as a subject matter expert on robotics, control systems, electrification, and sensing technology, staying abreast of industry developments and emerging trends.
 - Lead efforts in market research, competitive analysis, and voice of customer initiatives to identify opportunities for product differentiation and innovation.
 - Mentor and develop a high-performing global product management team, ensuring the continuous growth and development of talent within the organization.
 - Requires the ability to travel up to 25% and flexibility to work across different time zones.
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Education / qualifications:

- Bachelor's degree in engineering or a related field.
 - Advanced degrees (MS, PhD) in engineering or technology preferred.
 - MBA or similar preferred
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Skills and Experience:

- 5+ years of experience in product management or technology leadership roles, preferably within robotics, automation, or advanced technology sectors.
- Proven track record in developing and executing global product strategies.
- Deep expertise in robotics, electrification, control systems, and emerging technologies.
- Strong experience in leading cross-functional teams and guiding business decisions through collaboration with other leaders.
- Demonstrated success in managing external partnerships, including co-development and strategic alliances.
- Excellent financial acumen, with a strong ability to build and present business cases to senior leadership.
- Outstanding communication, interpersonal, and presentation skills, with proficiency in English; additional languages are a plus.
- Strong analytical and decision-making capabilities, with a data-driven approach to problem-solving.

If you are interested to apply or learn more about this position, please contact ryan.crow@terex.com