**Job Title: Product Manager** **November 6, 2026**

**Location:** Wilmington, MA (On-site)

**Employment Type:** Full-Time | Travel Required (Up to 20%)

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Definitive Technology Group, (DTG) based in Wilmington, MA is the global leader in the design, development and delivery of battery systems and mobile workstations. We create solutions that improve efficiencies for warehouse fulfillment, food services, medical and manufacturing industries.

**The Opportunity**

We're looking for a Product Manager to be the voice of the customer, the market, and the business inside DTG. You'll own your products from concept through end of life. That means deciding what we build and why, setting price, cost, and margin targets, and shaping the roadmap. Reporting to our Senior Level Executives, you'll work closely with engineering, operations, sales, and marketing. Your decisions will directly shape where our products go next.

**What You'll Do**

- **Get close to customers.** Engage directly with customers to understand their needs, pain points, and buying criteria. Gather Voice of the Customer input from sales, service, and the field.
- **Read the market.** Analyze competitors' products, pricing, and positioning. Spot new market opportunities and recommend which ones DTG should pursue.
- **Define the product.** Set each product's value proposition and target markets. Turn customer needs into clear requirements for engineering and operations, and decide which features are essential.
- **Own the roadmap.** Build and maintain product roadmaps that align with company strategy, and keep stakeholders informed.
- **Make the business case.** Develop business cases for new products and major enhancements, including revenue forecasts and investment needs. Set target price, cost, and margin with finance and operations.
- **Drive results.** Guide products from concept to launch. Track performance against revenue, margin, quality, and customer satisfaction goals. Recommend upgrades, extensions, or retirement.

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**What You'll Bring**

- 7+ years of experience in product management, product marketing, or a related role with technical products
- A track record of developing product requirements, roadmaps, and business cases
- Strong financial acumen, including pricing, cost modeling, and margin analysis

- Enough technical aptitude to engage credibly with engineers and technical customers
- The ability to influence and align cross-functional teams without direct authority
- Sound judgment and decisiveness when priorities compete
- Excellent written and verbal communication skills, including presenting to leadership and customers
- Proficiency in Microsoft Office, especially Excel and PowerPoint
- A bachelor's degree in Engineering, Business, or a related field, or an equivalent combination of education and experience

**Bonus Points**

- Experience with new product introduction (NPI) or stage-gate development processes
- Experience managing B2B hardware or industrial products
- Exposure to battery or power technology

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**What We Offer**

- Medical and dental insurance options, with DTG covering 60% of the premium
- 401(k) with company contributions, plus eligibility for profit sharing
- 10 days of paid vacation (accrued)
- 8 paid holidays plus a paid floating holiday
- Paid sick leave (accrue up to 40 hours)
- A role with real ownership and visibility, at a company where your work makes a difference

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**Good to Know**

- This is an on-site role at our Wilmington, MA headquarters during core business hours.
- The role requires travel of up to 20% for customer visits, trade shows, and supplier meetings.
- You'll spend some time on the production floor, where personal protective equipment (PPE) is required. You may occasionally need to lift product samples of up to 25 lbs.
- Hiring is contingent upon successfully completing a background check and drug screening (excluding THC), compliant with federal and Massachusetts state standards.
- You must be authorized to work in the United States.

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**Ready to shape the future of mobile power?**

- Complete our application **HERE**
- **And** send your resume to hr@dtgpower.com with "Product Manager - [Your Name]" as the subject line.

*DTG is an Equal Opportunity Employer. We consider all qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, veteran status, or any other legally protected status. If you need a reasonable accommodation during the application process, please contact hr@dtgpower.com*