

# Senior Product Manager for Automated Vehicle Marshalling (AVM)

Zürich, Switzerland or Munich, Germany

Embotech is an award-winning software scale-up developing autonomous driving technology and solutions for private ground applications, such as passenger cars in factories and trucks at port terminals. We deliver safe autonomous transportation built on the real-time optimization technology we have been developing since 2012. Our Automated Vehicle Marshalling (AVM) solution is TÜV-certified and in serial production: it moves new cars driverlessly through automotive plants, using sensors in the infrastructure rather than in the car, and has just passed one million cars moved.

In this role, you will take the product lead in growing AVM, Embotech's most mature product, beyond the automotive plants where it runs today, reporting to the VP Product. You will own the expansion into new segments, starting with distribution and logistics sites, and help to execute and shape the strategy for the AVM product family. You will improve how the product scales across sites in terms of cost and operations. You will decide what is generic core and what is customer-specific, shape the offer and how it is priced, in close collaboration with the other product managers, the engineering team, the operations team, and the business development team.

We offer an exciting role in a fast-growing company with attractive conditions and flexible hours. Embotech develops innovative products in a modern and dynamic environment, and you can expect an international atmosphere, with highly skilled colleagues who have a passion for excellence and efficiency. We are looking for highly motivated people to help us solve one of the most complex challenges of today and take our company to the next level.

## Responsibilities:

- Build and execute the product strategy for new AVM segments, starting with distribution sites, and shape the AVM family strategy with the other AVM product managers
- Define the generic product core and the variants per segment, and plan how infrastructure and operations evolve to make the product scalable and profitable across customers and sites
- Build the offer: packaging, pilot formats, pricing and cost models, and the customer ROI and business case
- Lead product discovery for new segments, starting with distribution sites, with system engineering: customer problems, requirements, and the trade-offs between safety, availability and cost
- Work with technical project leads on releases, and with business development on positioning, bids and key customer relationships
- Support the other AVM product managers in improving scalability and margins across the product family, and be the recognized expert on the product, its markets and its competition
- Work closely with partners to align on our joint solutions and offerings.

## Requirements:

- Degree in engineering, computer science, robotics or a related field; advanced degree a plus
- 10+ years of relevant experience, including 5+ years of product management or product leadership for complex B2B systems combining hardware, software and deployment on site
- A proven track record of expanding a B2B product deployed at customer sites into new markets or segments, and improving its scalability
- Strong commercial judgement: pricing models, business cases and working directly with enterprise customers such as OEMs and logistics operators
- Ability to lead through influence across engineering, operations and sales
- Excellent written and spoken English; German is a plus
- Willingness to travel to customer sites in Europe and the US

## As a plus:

- Experience with safety-relevant or certified products (e.g. ISO 13849, ISO 26262, ISO 3691-4), in automotive, intralogistics, industrial automation or robotics

Our preferred starting time for this position is ASAP.

We look forward to receiving your application documents (CV, diplomas and reference letters) by email:

[careers@embotech.com](mailto:careers@embotech.com)

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