

CONNECTED PLATFORMS | LANDIS+GYR

Product Management Segment Leader

SEARCH PROFILE

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ABOUT LANDIS+GYR

Landis+Gyr is an energy technology company best known for helping electric, gas, and water utilities measure, manage, and optimize energy usage. At its core, Landis+Gyr provides the technology that utilities use to understand how energy is being consumed across the grid. Their products and services include:

+ Smart electricity, gas, and water meters
+ Advanced Metering Infrastructure (AMI) systems that automatically transmit usage data
+ Grid management and analytics software
+ Demand response systems that help utilities balance electricity supply and demand
+ Electric vehicle charging and grid-edge technologies
+ Software platforms that help utilities monitor and improve grid performance

Rather than simply recording monthly usage, modern Landis+Gyr systems can provide near real-time information, helping utilities detect outages, manage peak demand, and improve energy efficiency. The company serves thousands of utility customers worldwide and operates in more than 30 countries.



History

Throughout the 20th century, Landis+Gyr remained at the forefront of metering technology, introducing electronic and later digital meters as utilities modernized. In the 1990s, it launched some of the industry's first digital residential electricity meters, helping pave the way for today's smart-grid technologies.

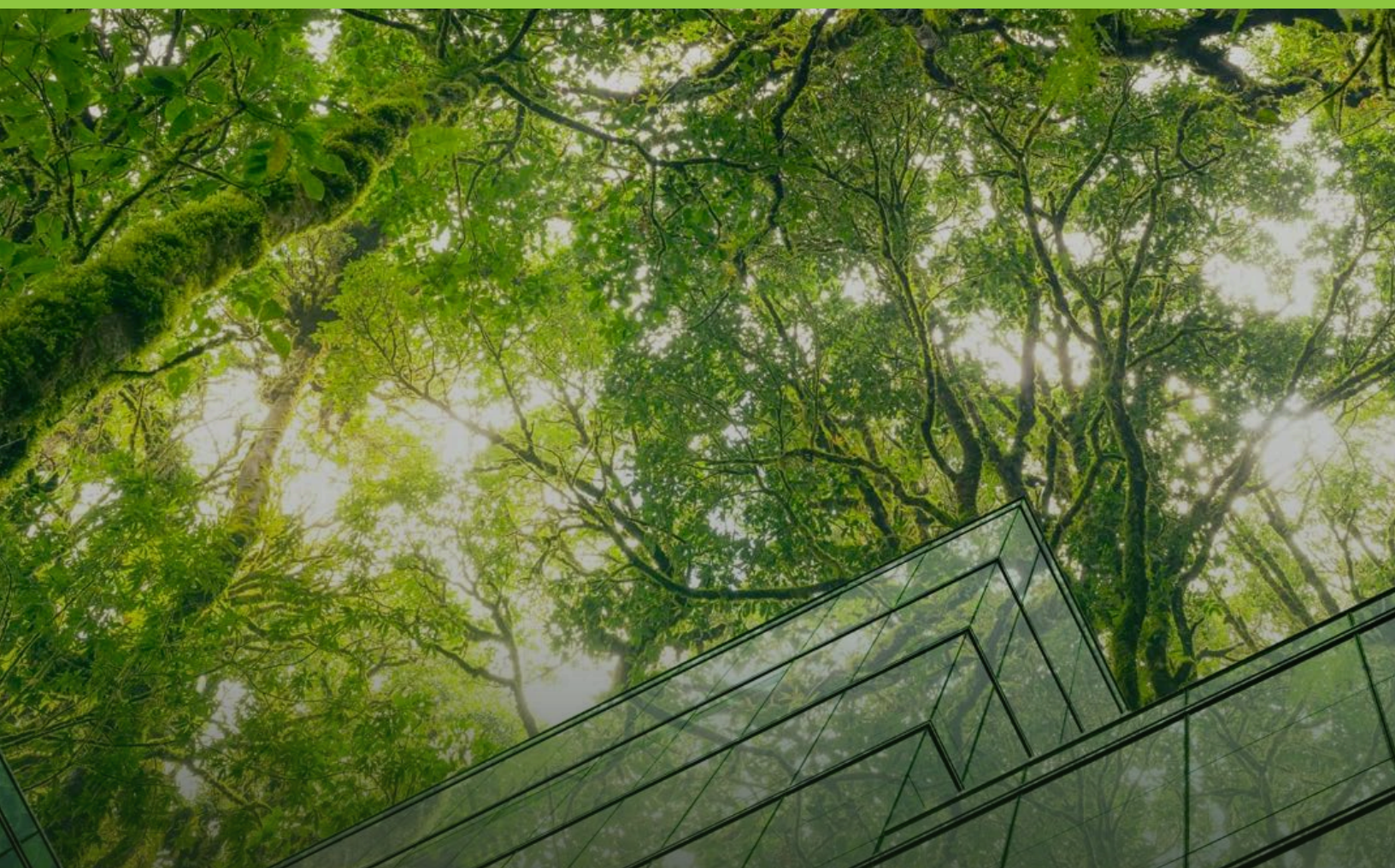
The company's transformation accelerated in the 2000s through key acquisitions that established it as a global leader in Advanced Metering Infrastructure (AMI), the technology behind modern smart meters and utility communications networks. Landis+Gyr became an independent publicly traded company in 2017 and has publicly announced plans to list in the US.

Today, Landis+Gyr is one of the world's leading providers of smart metering, grid management, and energy data solutions, helping utilities improve reliability, efficiency, and sustainability across increasingly digital electric grids.

Company Values

+ **Relentless Customer Commitment** – delivering on promises and focusing on customer success.
+ **Lead with Integrity** – emphasizing honesty, transparency, and ethical behavior.
+ **Uncompromising Quality and Excellence** – maintaining high standards for reliability and performance.
+ **Purposeful Innovation** – developing technologies that solve emerging energy challenges.
+ **Sustainability at Our Core** – making environmental responsibility a central part of business decisions.





Sustainability

Sustainability is a core part of Landis+Gyr's business strategy and is closely tied to the solutions it provides for utilities. Through its smart metering and grid management technologies, the company helps customers improve energy efficiency, reduce waste, and support the transition to cleaner energy systems. In fiscal year 2025, Landis+Gyr reported that its installed smart-meter base helped avoid approximately 8 million metric tons of CO2 emissions. The company also achieved 100% renewable electricity sourcing across its operations and has made significant progress in reducing its own greenhouse gas emissions. Additionally, about 90% of its products now meet the company's Eco-Portfolio environmental criteria, reflecting a focus on designing more sustainable technologies throughout their lifecycle.

Landis+Gyr's sustainability efforts extend beyond environmental performance. The company participates in global initiatives such as the United Nations Global Compact, the Science-Based Targets initiative, and the Responsible Business Alliance, demonstrating its commitment to responsible business practices, ethical supply chains, and long-term environmental stewardship. These efforts have earned external recognition, including an EcoVadis Platinum rating, placing Landis+Gyr among the top-performing companies evaluated for sustainability and corporate responsibility.

THE OPPORTUNITY

Landis+Gyr has spent the past year completing one of the most significant reorganizations in its 125-year history. After divesting its EMEA metering business in early 2026, the company consolidated its remaining Americas and APAC operations into a single global structure built around two segments, Connected Platforms and Grid Intelligence, organized around hardware and software, respectively. With that restructuring, the company shifted its focus to the North American market. Connected Platforms, the hardware segment, still represents approximately 80% of total company revenue. Its portfolio, electric, gas, and water meters- along with the communications and networking equipment that ties those devices back to the utility, remains the physical backbone of the business even as Landis+Gyr builds its software story for its publicly announced US listing.

The Product Management Segment Leader will report to the segment's Senior Vice President, who joined Landis+Gyr recently and is treating this hire as a genuine fresh start rather than a continuation of how the function has been run before. Over the past several years, product management at Landis+Gyr has moved from engineering to the CTO's office and then into the newly separated segment structure, and this leader will be the first to define what a modern, unified product organization looks like within Connected Platforms.

That organization includes roughly 20+ product managers spread across North America, South America, and Asia Pacific, each building electric, gas, and water meters that, at their core, all measure and transmit the same kind of usage data, yet the three regions today operate with distinct priorities, processes, and roadmaps. The mandate is to bring a consistent, market-led view of what gets built first, what gets built for the broad market versus a single customer, and where the regions can share engineering work rather than duplicate it, freeing up the resources needed to fund new product investment without adding unnecessary headcount.



The upside for the right leader goes beyond fixing what exists. Every device that Connected Platforms deploys- a meter, a sensor, a piece of grid communications equipment- feeds the operational data that the company's Grid Intelligence segment turns into the intelligence utilities use to run a safer, more efficient grid, and the more devices in the field, the more valuable that intelligence becomes. The segment leader has already identified concrete opportunities this role can help shape, among them a connected in-home methane detector that would complement the company's electronic gas meters and alert both the homeowner and the utility to a leak in real time, and additional instrumentation at the substation level that could flag a failing transformer or a tree limb threatening a line before either causes an outage.

Landis+Gyr's long-term utility contracts, often worth $100M to $500M over their life, give the business an unusually clear window into its own performance, with the company projecting significant annual revenue growth in the years ahead, even before accounting for the additional growth it expects from emerging categories like ultrasonic gas metering. That combination, a 125-year track record, a newly focused organizational structure, and a genuine mandate to build, gives this leader a rare chance to modernize a global product function while shaping where the next several points of growth come from.



Key Responsibilities

+ Define and drive the Connected Platforms product strategy and multi-year portfolio roadmap across the electric, gas, and water meter lines and the communications equipment that connects them, translating market and customer needs into differentiated hardware and software-enabled solutions.

+ Lead business planning for Connected Platforms and drive performance against the segment's P&L, tying portfolio, pricing, and investment decisions to revenue, margin, and growth targets so the product organization is accountable for the financial results of what it builds.

+ Lead the reconciliation of product management practices, prioritization frameworks, and roadmaps across North America, South America, and Asia Pacific, replacing three distinct regional approaches with a single, consistent way of deciding what gets built first and why.

+ Build and mature the portfolio prioritization discipline by establishing a clear, repeatable process for weighing broad market investment against individual customer requests, and use that discipline to free engineering capacity for new product development.

+ Partner closely with Grid Intelligence leadership to keep the hardware and software roadmaps aligned, so the data from Connected Platforms devices continue to feed directly into the intelligence Grid Intelligence delivers to utility customers.

+ Define the preferred go-to-market approach for the product lines, working directly with the segment's investor-owned utility (IOUs) sales force and through the reseller network that serves municipalities and co-ops, while negotiating budget and engineering resourcing to support both.

+ Lead, coach, and develop a global organization of roughly 20+ product managers organized under three regional leaders, raising the bar on talent and building a bench that can operate consistently across geographies.

+ Build direct channels for customer and market input, including more creative ways of engaging select utility customers and a stronger external voice with industry analysts and on platforms, to keep the portfolio grounded in real market need.

+ Serve as a visible advocate for the product management function internally, building credibility for the discipline across engineering, sales, and executive leadership as the organization completes its broader transformation.



CANDIDATE PROFILE

Landis+Gyr is looking for a product leader who is drawn to this kind of reconciliation and building work, someone who sees product managers spread across three regions and a still-evolving prioritization process as the foundation for a much stronger portfolio rather than an organizational headache. This person will step into a segment that already generates approximately $800M in revenue, working directly with a segment leader who is looking for a true partner.

The ideal candidate brings:

+ A minimum of 15 years of product management, portfolio management, or related leadership experience, ideally including direct exposure to industrial electronics, connected or IoT devices, or hardware built for a regulated industry, given the certification and approval work involved in bringing new Connected Platforms products to market.
+ Demonstrated success leading product organizations at scale, including direct experience managing product managers across multiple regions or a global footprint, since a central part of this mandate is unifying North America, South America, and Asia Pacific into one consistent way of working.
+ A track record of building or significantly maturing a prioritization framework; someone who can point to a specific before and after in how an organization decided what to build first, for the broad market versus for an individual customer.
+ Comfort operating in both a fast-paced, increasingly entrepreneurial environment and one with real process discipline, since Connected Platforms sells into regulated utilities on contracts that can run into the hundreds of millions of dollars and leaves little room for quality issues.
+ A genuinely persistent, decisive style that does not accept "we've always done it this way" as an answer, since reconciling three regional product organizations into one consistent approach and building real prioritization discipline where none exists today requires someone willing to challenge established practice rather than defer to it.

+ Experience or credibility working with go-to-market functions that combine a direct sales force for large accounts with a reseller network for smaller or public-sector customers, along with the judgment to know when each channel needs a different product answer.
+ A genuine interest in the mission behind the role: better instrumenting the grid and turning that data into intelligence helps utilities deliver electricity, gas, and water more safely and reliably.
+ Comfort accelerating decision-making and execution speed in an organization that is still shifting from a legacy corporate pace to a faster, more entrepreneurial way of operating, since that acceleration is central to capturing the growth this transformation is designed to unlock.
+ A Bachelor's degree in engineering, business, or a related technical field is required; an advanced degree such as an MBA is a plus, particularly for a candidate coming from a broader general management background.



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