

Product Manager - Storage & Data Management Solutions

F/H

2CRSI SA

Strasbourg / Nanterre / Lille / Lyon

Company

Who are we ?

2CRSi is a global company specialised in Design, Development, Manufacturing, and deployment of High-Performance infrastructure for the Cloud Computing, Artificial Intelligence, Data storage & Management Industry.

We operate through a large portfolio, from Data Centers to Telecommunication, Software Editors to Universities.

As our activity is booming, we are looking for ambitious and talented people to help 2CRSi grow as the leader of a more sovereign and greener Compute industry.

What makes us different ?

Innovation and responsibility are part of our DNA :

Our solutions have been custom designed for our client's most challenging needs. To avoid extra carbon emission, be more flexible and ensure each country's need of technology sovereignty, 2CRSi is proud to deploy multiple local manufacturing sites to produce closer to the customer.

With a complete product portfolio and cooling solutions designed to reduce energy consumption and ensure heat re-use, 2CRSi is proud to lead the Green IT movement to another level.

Position :

You are looking for a fast-paced company in an innovation driven environment?

We are looking for a “**Product Manager Storage & Data Management Solutions** “

Your missions will be as follow:

The Product Manager Storage & Data Management Solutions is responsible for the following Portfolios:

- ULYS Servers: Storage Servers
- Storage Appliances and related licences: (VastData, DataCore, Pure Storage, DAOS, FreeNAS, QSAN, ...)

This position is dedicated to the development, improvement, and management of all Storage Systems activities within the group.

The Product manager is the true “owner” of his/her portfolio: He must become the first contact of any partner/sales reps to call for question and inquiry about his/her portfolio.

The product manager is an internal Business Developer: He is the first promotor of his/her portfolio towards our sales representants and distribution partners.

The product manager is an orchestrator between all the company's departments to ensure the highest return of Investment of its portfolio.

He will be able to provide analysis about his/her portfolio's activity with:

- Market analysis
- Competition analysis
- Trends and Innovation intelligence
- Internal Portfolio audits, to ensure updates, continuity, or cancellation of certain products/solutions
- Pricing & margin analysis to ensure good return on Investment
- Presentation, documentation, and training of his/her portfolio
- Partner activities to promote portfolio

Applicant

Before attending, be noticed we are looking for ambitious and curious applicants eager to join a great adventure.

Everything will not be perfect and very challenging: our industry is facing incredible challenges and exceptional technological changes through the last 2 years.

We are looking for people willing to adapt and bring real value to the company: Make a difference and add his/her own personal touch.

We are motivated, like challenges and want to make a difference?

Then please apply and we will get back to you shortly.

Experience/Skills :

- You have at least 3 years' experience in the iT Industry
- You have been part in projects or managed product portfolios involving Storage solutions:
 - It can include as much server/Infrastructure architecture as Software and/or Cloud services dedicated to data management.
- Excellent verbal and written communications skills; presentation, business, and negotiation skills
- Strong analytical skills and ability to work both independently and lead cross functional teams.
- Ability to build strong working relationships across all levels of the organization, including remote areas.
- Product management experience in the technology industry.
- Ability to function well in a fast-paced, dynamic environment with competing priorities.
- Fluent English is mandatory
- French speaker is preferred