

Grant/Morgan Associates is one of the DC areas leading executive search firms specializing in executive and management-level searches; we have consistently appeared in the *Washington Business Journal's Book of Lists*. Our firm specializes in senior management searches.

We have been retained by a rapidly growing, venture-backed, international energy technology company that seeks a hands-on Product Marketing/Management professional to join their senior management team. The company is headquartered in the Suburban Washington DC area and has a solid business plan that targets both domestic and international markets to provide the most innovative wireless technology within the smart grid industry. Their unique product offerings help improve infrastructure operations while protecting the environment and conserving resources. The company is in the beginning of its growth cycle and estimates revenue growth to exceed \$100 million within the next five years. The senior management team is highly experienced while the company culture is goal-oriented, fast paced, and characteristic of an early stage, entrepreneurial technology-oriented organization.

The Vice President is the strategic leader of the product roadmap, formulating the 3-5 year vision for product development opportunities and constantly reassessing the underlying assumptions driving the product roadmap. The role includes interfacing with stakeholders both externally and internally. This position plays a pivotal role in ensuring the success of all products in the market by leading the development of the product life cycle methodology for analyzing and managing product planning, requirements definition and product launch cycles for all product releases.

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