

Position: Product Manager (New Position)
Location: RF Venue HQ: 24 Walpole Park South, Unit 1. Walpole, MA
Department: Growth Team

Position Summary

RF Venue is seeking a disciplined, high-energy, technical, and commercially-minded **Product Manager** to support the strategy, development, and lifecycle management of our product lines. The Product Manager will act as the voice of the customer, balancing technical capability with business objectives. The primary objective of the Product Manager is to drive growth of existing and new products.

Key Responsibilities

Market & Product Strategy

- Support the definition and execution product roadmaps aligned with company goals and customer needs
- Conduct competitive analysis, market research, and customer interviews to identify and validate new product opportunities and identify emerging trends in pro audio.
- Support the writing of business case justification documents

Product Development

- Collaborate closely with R&D and the engineering team to translate customer requirements into detailed product specifications.
- Support sales (pricing and volume) of existing products through continuous improvement initiatives for existing products through field feedback and data analysis.
- Conduct field testing of product prototypes and documenting results

Commercialization & Go-to-Market

- In coordination with the Marketing Manager, develop go-to-market strategies including pricing, positioning, and channel strategy
- Collaborate with Marketing to create compelling launch plans, messaging, and training materials for customers and end users
- Serve as the internal and external product expert — providing training to trainers, product demos, technical presentations, and competitive positioning insights
- Ensure competitive differentiation: research and document RF Venue's strengths, weaknesses, and competitive differentiation

Customer & Industry Engagement

- Build strong relationships with key customers, industry experts, and end users to gather insights and champion user needs

- Attend major industry trade shows (e.g., InfoComm, NAMM, and/or ISE) to represent the company and track emerging technologies and competitors

Other responsibilities:

- Perform other related duties as assigned

Success Metrics (will include, but is not limited to)

- On-time delivery of product milestones
- Year-over-year product revenue and margin growth
- New product adoption - acceptance rate (launch velocity)

Core Competencies

- Strong understanding of RF Venue products and problems we solve
- Strategic thinking and analytical decision-making
- Strong understanding of go-to-market strategy and lifecycle management
- Excellent communication, presentation, analysis, and collaboration skills
- Customer understanding and communication skills
- Understanding of both hardware and software products in the pro audio industry

Qualifications

- Bachelor's degree
- 5+ years of product management, product marketing, or engineering experience in the professional audio or related electronics industry.
- Proven track record of managing complex technical products from concept to market
- Willingness to travel domestically and internationally
- Work at RF Venue HQ (5 days/week)

RF Venue's Customer Commitment: We are passionate about Our Customer Commitment and that you receive the following from our dealers, installers, and distributors:

1. Your wireless installations work right, the first time, in any wireless environment.
2. You are fully informed on our products and problems they solve. We provide continuously updated blogs, videos, and education from an experienced and competent service and applications engineering team.
3. You receive regular and continuous virtual, on-line, and, as needed, in-person training on the problems we solve, how we solve them, and with what products, tools, and solutions.
4. You receive timely, competent, and friendly service and support - including no-charge design assistance for your upcoming projects.
5. You receive same day availability of all RF Venue core products - and near-immediate availability of any other products - as we're always in stock.

Please send resumes to: resumes@rfvenue.com