



SAFE DRONES
FOR INACCESSIBLE
PLACES

Do you want to deep dive in the fast-growing industry of drones and get a rewarding experience within a dynamic start-up environment?

At Flyability, we believe that robots should be sent in hazardous places and dangerous situations instead of putting humans in danger. To support our belief we created Elios, the world's first collision-tolerant flying robot that for the first time allows entry to complex and indoor spaces. Joining Flyability is not just taking on a new job, it is seizing the opportunity to improve the life of millions of people and build the future of robotics.

To complete our creative and dynamic team in Lausanne, we are seeking a

Product Manager

Starting date: As soon as possible

Your role:

Reporting directly to the CTO, and with daily interactions with Engineering, Sales and Marketing as well as our customers, you play a central role in shaping the products by understanding the market needs in great details, defining the customer requirements, and validating their implementation.

What you will own:

- Understand customer needs and experience through interviews, visits, field demonstrations, prototype testing, and desk research
- Establish, explain and assess the customer needs internally and define related requirements and specifications, together with the Engineering Project Manager
- Assist in establishing, reviewing and validating acceptance criteria for the requirements
- Ensuring and validating that customer needs are met at all stages of development
- Manage and prioritize new feature requests and product changes
- Gather and share competitive intelligence information
- Develop pricing and positioning strategies together with the Marketing and Sales department

Your profile:

- 5-year experience as a product manager, ideally within a B2B technology company
- Passionate about understanding and solving customers' pains and root needs (5 whys)
- A good and patient communicator capable of spending a lot of time with customers on the field, translating customer needs into requirements and explain why they are important
- Ideally, a technical background with understanding in robotics, drones and/or industrial inspection equipment or tools
- Hands-on and willing to get their hands dirty on the field
- Master Degree ideally in Engineering, Marketing or Business
- Excellent command of English, French and any other language an asset
- An open-minded personality with a great eye for details and good communication skills

Flyability is a young Swiss company that values autonomy and thorough leadership. Every day, you will have the opportunity to share your ideas and contribute to solving challenging problems. We all pull on the same rope and each voice is important to move forward.

Ready to join?

Send us your application with *your resume, a cover letter, your certificates and diplomas*. Don't forget to mention the **"Product Manager"** in the subject.

We are just at an email away at jobs@flyability.com