

The logo for Eigen Innovations Project Manager. It features a stylized white arrow pointing left, composed of several geometric shapes. To the right of the arrow, the word "Eigen" is written in a bold, sans-serif font, followed by "Innovations" in a larger, bold, sans-serif font. Below "Innovations", the words "Project Manager" are written in a smaller, bold, sans-serif font. The entire logo is set against a dark, semi-transparent background that shows a blurred image of an industrial facility with multiple levels and walkways.

Eigen Innovations

Project Manager

Eigen Innovations helps leading, global manufacturers realize massive savings and reduce waste from their processes through our industrial vision solution for the smart factory.

As a Project Manager, you will work directly with customers, partners, and the cross-functional Eigen team to support project quoting, delivery success, and ensure customer satisfaction on new projects delivered to manufacturing facilities. You will have a key role representing Eigen throughout the solution design and delivery process, ensuring timely and on-budget project execution.

You will be involved in aspects of solution design, hardware procurement, technical validation, and customer delivery. In addition, you will build strategic relationships with integration partners and hardware vendors best aligned to support customer project needs. This is a hybrid role based in Fredericton, and reporting to the VP of Customer Solutions.

Responsibilities

- Support quote development as an interface between sales and solutions engineering to ensure on-time quote completion, compiling total hardware costs and providing input on delivery and installation support requirements
- Coordinate technical reviews during the quoting process and manage customer communications along with sales through technical feasibility evaluations
- Develop program timelines with key milestones, engaging all relevant internal and external stakeholders to ensure project success
- Manage the delivery of new projects from receipt of purchase order through completion of equipment install and transition to the support team, including:
 - Inspection solution design reviews and approval
 - Integration requirements / required resources
 - Delivery progress, resource planning, and installation scheduling
 - Eigen platform education and training to onboard
 - Develop relationships with existing and new integration partners that can support physical installations at factories in the project region
 - Facilitate hardware procurement and shipping to support project timelines

- Manage the shipping process of equipment to customer sites for installation
- Lead customer meetings throughout the delivery process
- Project profitability reviews tracking hardware and services costs to plan
- Maintain a dashboard of project delivery progress, highlighting risk to plan in weekly reviews and developing mitigation strategies
- Develop partnerships with key hardware suppliers that unlock value and improve project profitability and/or reduce lead times
- Collaborate with solutions engineering on current hardware inventory to ensure quick responses on new projects or pilot opportunities
- Build a network of trusted partner integrators to quickly accomplish Eigen's goals with confidence and at scale, including understanding their pricing structures so we can quote projects in collaboration
- Work with integration partners to conduct ongoing support activities in conjunction with the internal field support team
- Assist the support team in conducting shipments as needed for support activities
- Act as a voice for the customer within Eigen for field feedback to the product team

What you're bringing to the role...

- Education and/or experience in project management, preferably in a manufacturing environment or with automation equipment
- Ability to effectively prioritize and execute on the needs of multiple clients simultaneously, and manage time independently
- Strong attention to detail and ability to produce detailed documents and reports
- Analytical problem-solving abilities – ability to think on your feet and communicate
- The curiosity to pick up new technologies quickly and demonstrate proficiency
- The ability to influence in a team-based environment is essential
- Understanding of basic project management and finance fundamentals
- Oral and written proficiency in English is required; other languages are beneficial.
- You may be required to travel to customers throughout North America and Europe
- Ability to support light physical demands to assist with customer order fulfillment

Here are a few of the perks we offer...

- Health benefits plan
- Freedom and flexibility in work-life balance
- Clear career progression plans & learning allowance
- Paid parental leave
- A values-driven workplace and strong founding culture

We are a young company, operating at an aggressive and fast pace, with innovative self-starting individuals. We have a very flat organization, and our team operates on a high level of autonomy and trust. We balance our hard work with a relaxed and fun company culture.

Don't check all the boxes but have knowledge/experience with industrial manufacturing solutions? We'd like to hear from you.

For more information or to submit your application, contact careers@eigen.io.