



Consolidated Business Services (CBS) has a full-time opening for a **Product Manager** working in Canby, OR.

Join us! As our rural telecom partnerships continue to grow, and as we continue to expand our client base, we're adding talent to our thriving, high-performing team to support our growth. We pride ourselves on an employee-focused culture that develops skills, advances careers, and encourages fresh perspectives and new ideas that fuel our success and best support our partners.

Consolidated Business Services (CBS) provides professional resources focused on supporting rural broadband and telephone service providers, while also extending our expertise into complementary markets. Our goal is to develop partnerships and create efficiencies by providing services that help today's typical small telecom maximize its potential, while supporting growth across adjacent and emerging markets.

The Product Manager is responsible for defining and implementing the product vision, roadmap, and requirements of Internet, Managed WiFi, and Voice/VoIP products across multiple CBS partner companies, with a primary focus on supporting telecommunications providers, as well as B2B and partner-facing offerings (including data center, hosted services, and buying association programs), based on a solid understanding of markets, customers, competitors, and future trends. This role also includes evaluating new product opportunities and leading strategic planning for product development and launch.

JOB DUTIES AND RESPONSIBILITIES:

- Define and document product and offering requirements, including features, packaging, pricing considerations, and target markets based on structured analysis of market, competition, customer feedback, and technology trends, including development of business cases and revenue/margin expectations.
- Execute product strategy and roadmap while managing constraints relating to multi-location deployments, resource availability, and varied infrastructure platforms, ensuring alignment to company revenue goals and strategic initiatives.
- Establish and maintain ongoing customer and partner feedback loops (voice of customer) to inform product decisions and enhancements across B2C and B2B offerings, including direct engagement with CBS members and end business customers where applicable.
- Work with the marketing team to formulate strategies for product positioning and coordinate industry co-branded marketing opportunities.
- Manage external vendor and partner relationships as they relate to assigned product lines, including evaluation, onboarding, ongoing performance management, contract input, SLA expectations, and commercial alignment.
- Participate and/or lead structured communication with stakeholders, including regular updates, roadmap alignment, and issue resolution across departments.
- Represent assigned product lines to both internal and external audiences via written and verbal communications, including but not limited to, product documentation, presentations, live training, instructional videos, and more, including sales training, partner enablement sessions, and member-facing activities.



- Prepare regular product reports for assigned product lines including key performance indicators such as revenue, adoption, usage, customer feedback, and product performance, and provide recommendations based on performance trends.
- Evaluate new technologies to pursue in future product development through structured vetting, business case development, and alignment with company strategy, including beta programs and post-launch evaluation.
- Performs other job duties and responsibilities as required to fulfill job functions or as assigned.

JOB REQUIREMENTS:

- The ideal candidate will have 3-5 years of experience in product management, product marketing, or related roles. Telecommunications experience is preferred but not required.
- Bachelor's degree in marketing, business, engineering, or related field preferred. Associate's degree plus relevant experience in product management or related disciplines may be substituted for a four-year degree.
- Strong knowledge of marketing and product management concepts, including the full product lifecycle from discovery and requirements definition through launch, ongoing optimization, and eventual product sunset.
- Ability to learn the products and services offered by multiple companies.
- Working knowledge of measuring product performance using key metrics such as revenue, adoption, customer feedback, and overall product effectiveness.
- Knowledge of internet services, managed WiFi solutions, VoIP technologies, and supporting infrastructure (SIP, FTTH, DSL, TCP/IP, Ethernet, etc.).
- Knowledge of IP-based products and consumer and business service offerings preferred but not required.

Be a Part of Our Team! Our greatest asset is our people and we continue to cultivate an environment that retains valuable individuals who want to grow with us. Does this sound like your kind of place? If you are a qualified candidate, share our values and would like to join the CBS team, please submit your resume by email to jobs@cbsoregon.com. For more information about us, please visit <http://cbsoregon.com/>

We are a drug-free company. Applicants must possess a valid driver's license with a good driving record and have the ability to be insured under the company policy.