



JOB DESCRIPTION

JOB TITLE: Product Manager

REPORTS TO: Director of Product Management

REMUNERATION: Commensurate with experience in equivalent roles

Basis of this role:

The Product Manager will be the unifying force behind 4RF's product strategy and execution, combining feedback from customers and prospects, sales, marketing and R&D to set the strategic vision and lead the execution on new features and products.

You will build products from existing ideas, and help to develop new ideas based on your industry experience and your contact with customers and prospects. You must possess a unique blend of business and technical savvy; a big-picture vision, and the drive to make that vision a reality. You must enjoy spending time in the market to understand the utilities and the SCADA market, and find innovative solutions for the broader market.

KEY RESPONSIBILITIES

- Take ownership for internal cross-departmental processes to define product strategy and resultant roadmap and priorities
- Identify and analyse customer applications to determine user or procurer success criteria for potential products and potential market sizing
- Research and analyse market requirements in detail as well as applications, standards and compliance requirements to ensure accurate and optimal product specification
- Lead an iterative and integrated process to generate Product Requirements documentation, ensuring development activity is aligned with, prioritised, and adjusted as necessary to meet market requirements throughout the product development phase
- Managing the entire product line life cycle from strategic planning to tactical activities
- Specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
- Analysing potential partner relationships for the product
- Become an expert on other products in the marketplace
- Analyse competitive offerings to identify key points of superiority and weakness
- Develop key product differentiators and competitive positioning
- Provide relevant, fit-for-purpose materials for marketing collateral and tender response templates enhancement requests
- Travel required

Knowledge and Skill Requirements:

- B.Sc. in Electrical Engineering ,M.Sc. and advantage
- Technical expert of SCADA and telemetry market
- Excellent communication skills (verbal and written);

- Ability to write and deliver training courses and materials;
- Ability to exercise tact and good interpersonal skills;
- Project management skills;
- Group facilitation skills;
- Time management skills;
- Problem solving skills;
- Ability to be pro-active with a sense of urgency;
- Ability to read, understand and communicate technical documentation; and
- Be a self-starter, a highly motivated person able to work in a fast paced environment that is continually changing.

Qualifications and Experiences

Essential:

- Recent and successful track record in product management roles with company-wide or product line responsibility
- Demonstrable ability to interview customers to understand how products can meet their business requirements
- Experience in leading and managing product management processes,

Personal attributes:

- Natural ability to relate to customers and prospects
 - Ability to work with different people across a team effectively
 - Excellent communication and presentation skills with colleagues and customers
 - Ability to handle complex or difficult situations as appropriate
 - Remarkable references
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