

## Giacom Job Profile

<b>Job Title:</b>	Product Manager
<b>Department:</b>	Product Management
<b>Reporting to:</b>	CTO
<b>Direct Reports:</b>	N/A
<b>Peers:</b>	Other Product Managers
<b>Location:</b>	The role is based in our head office in Hessle near Hull. Some travel will be required to visit customers and partners.

### Role Purpose

This is a key role the purpose of which is to build, own and drive a portfolio of vendor and internally developed products being accountable for the P&L performance of the portfolio.

### Responsibilities & Accountabilities

- Own a portfolio of products in our marketplace
- Selecting new products to add to our marketplace – building business case including commercial proposition and working with stakeholders including board to get sign off
- Working with cross functional team to development business case and then build, deliver and launch products
- Competitor analysis covering competitive products and competitive distributors
- Market analysis looking for new trends and product opportunities
- Vendor management for portfolio of products including price negotiations
- Working with vendors to maximise product opportunity including co-marketing, co-selling etc
- Driving performance of products in portfolio through internal teams
- P&L responsibility for performance of products in your portfolio
- Working with customers and internal teams to gain insight into future product requirements
- In life management of products in portfolio to maximise product opportunity over lifetime
- Defining KPIs to monitor success of products in portfolio
- Being the internal champion for your portfolio of products
- Ensuring the business is educated and kept up to date with all products in your portfolio

### Essential Experience & Skills

- Minimum 5+ years as a product manager of a relevant product
- Strong commercial experience including owning product P&L, pricing, vendor negotiations
- Previous success in the definition, launch and in-service performance management of a great product
- Customer, user and market focussed; willingness to get out of the office
- Proven experience in using data to drive direction
- Good understanding of cloud technology and the SaaS product model

### Desirable Experience & Skills

- Experience in an Agile software development environment
- Experience of the IT Reseller or Distributor market

## Personal Attributes

- Excellent written and verbal communication and presentation skills
- A strong collaborator with experience leading cross-functional teams
- Demonstrates passion for all things product
- Extensive stakeholder management experience up to board level
- Display an eagerness for change and continuous improvement
- Excellent organisational, analytical and problem-solving skills
- Ability to work under pressure
- Ability to command respect from sponsors, peers and team
- Ability to balance short-term need with strategic aims

## Giacom Values

- We are trusted experts in our field
- We pride ourselves on keeping things clear and simple
- We put our customers at the centre of everything we do
- We make Giacom a great place to work
- We are innovative and forward thinking