

**Job title:**

Product Manager

Location:

Hybrid/Office based

Job Summary:

The Product Manager role is a key role within the Total mobile team ensuring that our products and propositions meet the needs of the vertical markets in both the short and medium term. The core focus is to drive out best value for Totalmobile and our clients and support revenue growth and protection activities.

The Product Manager will be responsible for ensuring that we have the right product available in the vertical markets and where there are gaps clearly identify the gaps, quantify the value (for Totalmobile and clients) and prioritise the importance of the gaps .

The Product Manager will have a well-rounded understanding of the vertical markets that their product is aligned to , the problems to be solved in those markets and the value that our investments will bring to those markets

The Product Manager will collaborate with the Vertical Managing Directors to ensure that the Product Capabilities are aligned to market needs and driven forward, the proposition is well defined and that the supporting proposition material is defined and created in conjunction with the marketing team

The Product Manager will have a firm understanding of the “why”, the “what” and the “when” from a product and portfolio perspective.

The Product Manager may have line management responsibility for multiple Product Owners on a day-to-day basis.

Responsibilities:

- Define, articulate and communicate product vision, capability and value, internally to the business and outwards to the market.
- Devise, develop, validate and maintain a strategy and roadmap for the product, including commercialization, market positioning and share, geographical expansion, segmentation and innovation
- Take a leading role in developing robust and compelling business cases based on commercially and technically sound analysis.
- Execute Product Manager responsibilities as defined in the SAFe framework:
 - Publish a roadmap for the products
 - Prioritise the product enhancements to be delivered and define the “when”
 - Create epics associated with product requirements, and where required assist in the creation of user stories and specifications (in collaboration with Product Owner)

- Lead and participate in virtual teams, comprising peers in varied functions across the business, to:
 - Cascade business-critical information about the product in a timely way
 - Channel input from other business functions into product strategy
 - Ensure that all business functions are aligned with the product strategy in order to maximise commercial effectiveness
- Work with go-to-market functions to define and execute product launch activities
- Evaluate profitability of their products and identify and manage risks
- Ensure that there is a current and compelling proposition ensuring that we have the right products for the right reasons
- Where applicable, manage one or more Product Owners and Business Analysts aligned to the Product
- Support the definition of pricing and licensing strategies
- Engage with customers and their representatives within the business, including the client advisory board for the product, where applicable
- Gather, define and validate user requirements and market intelligence to support shared understanding, and ultimately successful product adoption and customer outcomes.
- Ensure that the delivered product meets the agreed requirements
- Ensure compliance with relevant local, regional, national and international regulations, and other obligations relevant to the product

Essential Skills:

- At least 2 years' professional experience acting as a B2B Product Manager
- Degree in Computer Science or related discipline and / or demonstrable relevant expertise
- Strong analytical and problem-solving skills
- Experience of one or more of the Totalmobile vertical markets
- Always looking to improve the process
- Attention to detail
- Ability to learn multiple functional areas of business – engineering, design, finance, sales, and marketing
- Ability to engage with engineers, designers, and company leaders in a constructive and collaborative relationship
- Knowledge and practical experience of applying:
 - Best practice product management methods and techniques
 - Customer, user and market research methods
 - Design thinking techniques

Desired Skills:

- User-centric philosophy
- Experience of delivering SaaS solutions
- Comfortable with remote working
- Experience utilising the Scaled Agile Framework (SAFe)
- Experience of creating compelling business cases

At Totalmobile we believe in making work more productive and enjoyable by providing enterprise apps that deliver a consumer experience. We deliver field workforce management solutions for a wide range of markets including health, local government, social housing, utilities, and facilities management.

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