

JOB DESCRIPTION

Designation: Product Manager
Reports to: Director of Product
Location: Home based, UK

Company Overview

ONVU Technologies is a privately held Swiss group, operating out of bases around the globe including UK, US, and Turkey. Through annual investment in R&D, talent acquisition and strategic partnerships we go to market via our two business units Oncam & ONVU Learning focussed on smart video, IoT and cloud applications for Security and Education.

We believe in developing Empathy led technology to answer genuine challenges in the vertical markets we address by enabling users to leverage the technology in a way that solves their problems. Whether that is creating business intelligence insights for verticals like retail and hospitality, providing a safer environment in an airport or helping teachers create better student outcomes by leveraging IoT devices in the classroom via cloud connectivity for insight and CPD.

Role Overview

ONVU Technologies is looking for a highly motivated and detail orientated Product Manager to join our growing product team to own and develop our SAAS products and other software related to our 360-degree IOT cameras. In this key role you will be operating in a fast-paced agile development environment in a product led, project driven and customer focused company.

As a Product Manager, you will be an integral part of our product team and the lifecycle of our product portfolio. This is a product development and ownership role and thus you will interact daily with our Engineering, QA, Operations and Support teams. As a Product Manager you will have responsibility for specific products assigned to you as well as apply your skills and experience to supporting the rest of the product team. The Product Manager is the leader and owner of a product and conduit to all its stakeholders. You will understand and analyse the customer, the competitors and the market dynamics, you will own the creation and management of the features and their detailed requirements along with the priorities of the team. You will be the voice of the customer, the knowledge for the sales team and the driving force for engineering, quality and support.

Key Responsibilities

- You will be the pivot point for all stake holders for the products assigned to you and an expert of your products project statuses, features, flaws and value to the customer.
- Manage and deliver product development projects within our detailed product line life cycle process
- Take responsibility for the delivery, quality, and financial control of your projects
- Understand market opportunity and requirements for current and future products by engaging with market research supported by competitive analysis from our Marketing team, monitoring technology developments and through on-going engagement with our Commercial team, customers, and end users
- Formally capture, communicate and iterate development plans and requirements for all stake holders to understand.
- Produce and manage detailed user stories and development requirements for each section and feature of the software products
- Identify and produce development milestones based on business and customer needs with detailed product deliverables for each milestone
- Work daily with Engineering during the product development stages to drive priorities, maintain knowledge, provide direction and demonstrate clear ownership of the products.
- Coordinate internal resources, key stakeholders and international subcontractor/suppliers for the execution of projects.
- Facilitate and manage regular project update sessions including clear presentation of progress, dependencies, issues, and risks to all key stakeholders
- Appropriately manage and communicate any changes to the project scope, project schedule and project costs in accordance with the company process
- Proactively manage project issues and risk to facilitate solutions and mitigate risks in a timely manner and with minimal impact on the project
- Facilitate and manage project workspaces, data and asset organization across multiple projects and teams
- Be proactive in updating the sales team and other key stakeholders on the latest regarding product statuses and roadmap and responsive in addressing ad-hoc queries regarding current / planned future functionality etc.
- Project Manage Beta Trials and Product Launch activities, coordinating with other departments such as Marketing / Product Marketing

- Define the product range and manage the product specifications
- Develop and articulate the core positioning, compelling value proposition(s) and messaging for the product lines, working with all departments to execute
- Be an effective evangelist for the product, delivering presentations and performing demos
- Work with Director of Product, global sales leaders, and senior management to set pricing and meet revenue and profitability goals
- Work with Product Marketing to develop sales tools and collateral
- Keep up to date on competitive products and strategies
- Work with Product Marketing to develop promotions and product services to encourage the growth of the customer base and to develop the proposition to suit new markets.
- Work closely and collaboratively with peer members of the Product team and other stakeholders across the company
- Act as a leader within the company

Other Responsibilities

- You will also be required to carry out any other duties that may reasonably be required of you.
- Role will involve customer contact and travel nationally, dependent on business needs

Essential Requirements

- Around 3 years'+ experience as a Product Manager or a role closely related product management working with a hosted software product. This should include hands-on experience working with Development teams.
- Demonstrated success defining and launching excellent products
- Demonstrate understanding of the stages of a products lifecycle
- Demonstrate skill and understanding of the requirements process and engagement with engineering teams.
- Project / Program Management experience

Desirable Requirements

- Strong grasp of the process and complexities of creating IOT-based cloud products is desirable
- The ideal candidate would have experience of both video-related products and cloud-based solutions
- Global/International experience desirable

Skills and Understanding

- Self-starter, able to demonstrate confidence and use of initiative
- Proven ability to influence cross-functional teams without formal authority
- Clear speaking, listening and written communication skills
- Ability to adapt to change in a fast-paced environment
- Ability to negotiate
- Ability to problem solve
- Ability to meet tight deadlines
- Ability to effectively deal with conflict
- Ability to multi-task and stay organised
- High attention to detail
- Ability to stay calm under pressure
- Competent in MS Office
- Working knowledge of JIRA and Confluence
- Working knowledge of Microsoft Teams, Sharepoint, and other document and data management tools