

## Job Description – Innovation Product Manager

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Company:	Marlink
Department:	Product Portfolio, Commercial Management & Marketing
Group/Team:	Innovation & New Products
Location:	Paris
Type:	Full Time

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### Innovation Product Manager

Innovation Product Manager reports to the Head of Innovations & New Products, who reports to the Marlink Chief Marketing Officer.

#### Main Mission

The manager's main mission is to enhance Marlink product portfolio, contribute to increase its market leadership both in term of service innovation and market share.

The manager is responsible for managing high priority transversal programs, securing commercial introduction of innovative products/services in line with Marlink's strategy and the current digital transformation in maritime domains like smart vessels, connected vessels, autonomous vessels, etc...

The manager shall demonstrate excellent product & project management skills, be able to interact professionally with variety of stakeholders (Marlink senior management, key partners and major customers), and feel very comfortable in holding presentations in English to board members, at customer meetings or conferences.

The manager shall be passionate about technologies - generally speaking, but be familiar with services in telecommunication, cyber security, IoT, data analytics, as well as bring strong commercial & negotiation skills.

#### Main Activities

The manager will be performing the following activities:

- Acquiring product, process and market knowledge within the maritime industry to identify new opportunities
- Capturing market/customers' needs working closely with sales forces, meeting with customers & partners and consolidating these into 1-3 year program plan
- Turning complex product/service proposition into structured programs/projects and winning management support
- Formalizing ideas/service concepts into compelling, profitable and differentiated value propositions (scope, benefits/values for clients, USPs, competitive benchmark, targeted pricing, go-to-market strategy, etc.)
- Co-creating and co-designing new services in close relation with major market players and Marlink key customers, understanding technical, commercial and operational challenges, highlighting required technical evolutions and process transformation

- Setting up project teams across departments, coordinating and animating a network of stakeholders contributing to the product development (Engineering, IT, Support, Billing...) with focus on delivery at costs, quality & time
- Preparing internal organization to successfully launch new services (training & collaterals, sales kits, commercial brochure, product sheets, customer cases, press releases, etc.)
- Ensuring successful introduction of such services by supporting sales organization, attending conferences, coordinating with operational teams, ... until commercial service stability, customer satisfaction and product profitability are completed
- Guaranteeing hand-over to line organization

## **Required Qualification & Skills**

### Education / Qualification

- University master or similar degrees, preferably in Engineering
- At least 5 years' experience in telecommunication or ICT industry
- Professional records in program, product and/or project management
- Proven working experience in an international environment and transnational organizations
- Excellent MS office tools skills, in particular PowerPoint & Excel
- Excellent & oral and written communication skills in English

### Personal Qualities / Attitude / Competences

- Team-player, trustful and reliable
- Passionate by technology and innovations, driven by technical & commercial disruptive challenges
- Self-motivated, creative with a high-level of energy, excellent interpersonal, organizational, communication and leadership skills
- Ability to drive teammates with various background and level of seniority, and geographically distributed
- Excellent analytical, negotiation and problem-solving abilities, result-focused with ability to work under strong pressure
- Ability to structure complex information, plan, prioritize, delegate tasks and focus on deliverables
- Willingness & readiness to travel in relation to work activities, mainly Europe & Asia