

IoT Product Manager

Company:	Marlink
Business Unit:	IoT & Digital
Department:	Product & Project Management
Manager:	Patrick Decool
Location:	Hamburg
Type:	Full Time

Job Description

Main Mission

The manager's main mission will be to enhance Marlink's digital product portfolio and leverage Marlink's position to become a major IoT player in the Maritime industry.

As part of the IoT & Digital business acceleration unit, the manager will be among others responsible for managing projects in co-creation with customers and industrial actors, as well as act as product owner for some Marlink IoT products & services.

The candidate 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 and at customer meetings.

He/she shall be passionate about innovation, and be familiar with IoT technologies & platforms, data analytics, telecommunication, cyber security, as well as bring strong commercial & negotiation skills.

Main Activities

The manager's main activities will be two-fold:

- Act as **co-creation leader** together with our customers to discover, test, and iterate MVPs
- Support sales forces during qualification and on-boarding of the customer projects
- Set up project teams across departments, coordinate and animate a network of internal supporters contributing to the customers' projects realisation (engineering, IT, service delivery, field engineering, customer support, ...)
- Understand technical, commercial, and operational challenges within Marlink and their clients, and highlight required evolutions and process transformation
- Communicate effectively and regularly on roadmap / progress, issues & challenges with a solution-driven approach to overcome them
- Ensure customer satisfaction and product profitability

- Manage a **portfolio of IoT services** aiming at supporting the maritime industry to operate their assets more efficiently and in a greener manner
- Become a maritime IoT specialist capable of dealing with major customers' experts, and be technically agile to turn their expectations into proof-of-concepts and commercial propositions
- Translate new ideas/service concepts into compelling, profitable, and differentiating commercial value propositions (scope, benefits/values for clients, USPs, competitive benchmark, targeted pricing, go-to-market strategy, etc.)



- Study possibility to extend Marlink IoT service offering in cooperation with market actors, around data analytics, operational performance, regulatory compliance (IMO), and decision awareness
- Acquire product, process, and market knowledge about Marlink and the maritime industry
- Launch service improvement and/or commercial initiatives to sustain service growth

Required Qualification & Skills

Education / Professional Experience / Qualification

- University master or similar degrees, preferably in Engineering or Business Management
- At least 5 years' experience in ICT or maritime industry, ideally with industrial automation / maritime manufacturer background
- Professional records in IoT programs / services, engaging with customers and business partners
- Good understanding of maritime industry challenges & digital transformation as a plus
- Good practice in program, product and/or project management
- Proven working experience in an international environment and transnational organizations
- Very good MS office tools skills, in particular PowerPoint, Excel & Visio
- 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, strong 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
- Structured and persistent, with the drive to create and continuously improve agile processes

If interested, please send your motivated candidacy latest by 31 March 2021 to:

HR@marlink.com

Human Resources Business Partner