

Innovation Product Manager

Company:	Marlink
Business Unit:	IT & Security
Department:	Product Management
Manager:	Patrick Decool
Location:	Any Marlink European office (Paris, Den Haag, Hamburg, Oslo, Toulouse)
Type:	Full Time

Job Description

Main Mission

The manager's main mission will be to enhance Marlink digital product portfolio and leverage Marlink's cyber security market leadership in the Maritime industry.

As part of the IT & Security product management team, the manager will be responsible for driving high priority projects, dealing with commercial introduction of cyber security products/services, following the trends of the digital transformation and regulation demands impacting in the Maritime industry.

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, and specifically be familiar with cyber security products, telecommunication and cloud services, as well as bring concrete hands-on expertise in these domains.

Main Activities

The manager will be performing the following activities:

- Acquire product, process, and market knowledge, perform SWOT analysis, competition benchmarking within the maritime industry to identify new opportunities in cyber security
- Capture market / customers' needs working closely with sales forces, meeting with customers & partners and consolidating these into strategic plans
- Formalize these ideas into compelling, profitable, and differentiated commercial value propositions (scope, benefits/values for clients, USPs, competitive benchmark, targeted pricing, go-to-market strategy, etc.)
- Co-create & design new services in close relation with major market players and suppliers
- Define MVPs, prioritize features, deliver high-level technical architecture diagrams, and write precise requirement documents

- Set-up multi-disciplinary project teams, coordinate and animate a network of stakeholders contributing to product design, development, and implementation (engineering, IT, customer support, billing...) with focus on delivering at costs, on quality & on time
- Communicate effectively and regularly on service development roadmap / progress, issues & challenges to internal stakeholders (and externals if required) with a solution-driven approach to overcome them
- Prepare internal organization to successfully launch new cyber security services (training & collaterals, sales kits, commercial brochure, product sheets, customer cases, press releases, etc.)
- Ensure commercial introduction of such services by supporting sales organization, attending conferences, coordinating with operational teams, ...
- Measure service penetration / revenues / usage (KPI dashboard) as well as monitor customers' satisfaction and financial profitability
- Launch service improvement and/or commercial initiatives to sustain service growth

Required Qualification & Skills

Education / Qualification

- At least 5 years' experience in telecommunication or ICT industry
- University master or similar degrees, preferably in network engineering / cyber security
- Strong comprehension of network & endpoint security, and UTM solutions
- Professional records in product and/or project management
- Proven working experience in an international environment and transnational organizations
- Excellent 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, 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

Please send your cv and motivation by email to: hr@marlink.com