

Job Description

Company: Chervon Europe Ltd

Job Title: IOT Product Manager

Report to: Group Product Manager

Full-time Job, 40 Hours per week (?)

Responsibilities:

- Work with the Group Product Manager to align Robot mower portfolio with the company strategy and help define the product strategy.
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- Form a key team member, along with colleagues in North America and China, in helping to develop a global IOT offering for commercial and domestic users of Chervon tools.
- Identify, specify and introduce new products and services into the range working with suppliers, engineering, sales and marketing.
- Actively participate in customer engagement alongside Sales and Marketing. Advising the appropriate solutions to customer problems and gathering insight to drive the evolution of the products and services.
- Understand and able to clearly articulate the technical challenges faced by customers when defining new products both internally and externally.
- Product manage the range, including lifecycle management and ensuring that all products and services have a sufficient level of supporting materials (e.g. sales presentations, marketing materials, datasheets, user guides, installation manuals, service descriptions, technical documents, certification statements, etc) to empower Sales, Marketing and Solutions to 'self-serve' and customers to properly understand our product range.
- Alongside the Group Product Manager ensure that commercial objectives are set and tracked for the product range with focus on profitability.
- Build and utilise market insights, providing competitor intelligence and understanding for all stakeholders. Engaging with customers and sales teams acting as a key input into future product strategies.
- Engage with product developers at group level to understand products offerings and roadmaps to enable internal education.

Requirements:

- Be a graduate with 3+ years product management experience and a solid technical background.
- Have worked in or have knowledge of IoT, M2M or SCADA and mobile or LPWAN sectors.
- Have a keen interest in technology and will be able to stand your ground in discussions with experienced engineers, customers and suppliers.
- Be articulate, with the ability to present product and technical concepts confidently and clearly at all levels both internally and externally.
- Thrive in a fast paced, often ambiguous environment.

If you're interested in the role, please email your CV and a covering letter to
eu.support@egopowerplus.eu