



SENIOR PRODUCT MANAGER/S

Employment Type:	Full-Time Regular
Required Experience:	10 Years
Required Education:	BS Engineering, Computer Science or Related Field, or equivalent experience; MBA preferred
Department Name:	Product Line Management (PLM)
Reporting To:	Chief Commercial Officer
Working Location:	Den Haag, Netherlands
Travel Required:	Yes (approx 20%)
Re-location provided:	No

Role Description

Seeking an experienced Senior Product Managers with a proven track record of success. This individual must be ready for the challenges, responsibilities and rewards that come with working in a high-energy, fast-paced environment. The Senior Product Manager is responsible for driving the company's growth and managing the lifecycle for their assigned products in both a pre- and post-development environment.

Responsibilities

- Closely monitors market and customer needs and works within a cross-functional environment to translate into existing product enhancements and new product introductions.
- Ability to assess market requirements, investigate new technologies, develop recommendations for technical product direction, and establish marketing and pricing plans and strategies.
- Participates in competitive market research activities including ongoing information gathering, strategic assessment and communication across the organization.

- Responsible for knowing the customer environment from a product and technical perspective, understanding their business applications and aligning assigned products with their business goals and objectives.
 - Participates in the creation and ongoing maintenance of value propositions, customer presentations, web content and sales collateral across all product lines.
 - Utilizes strong presentation, written and verbal communication skills through regular interaction with customers, partners, global sales and executive management.
 - Takes a leadership role in co-managing the organizations New Product Introduction process for assigned projects, which includes the effective and efficient conceptualization of identified new products and features.
 - Performs sales training, participates in sales calls when required and assumes the role as product champion and expert both inside and outside the company.
 - Works collaboratively with Corporate Marketing to develop sales promotions and programs for assigned products.
 - Works collaboratively with Market Development to incorporate key product requirements into the PRD process.
 - Will be involved in significant interfacing with engineering, sales and operations teams and functions as single point of contact for all inquiries and communications related to assigned products.
 - Position reports to the Chief Commercial Officer.
 - Position requires 20% travel.
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Qualifications

- Requires BS in Engineering, Computer Science or related field; or equivalent experience; MBA preferred
- Proven track record of defining and managing new product initiatives in the Satellite industry from either a vendor or operator perspective.
- Previous experience managing a successful system based product family within the communications industry.
- Requires strong business acumen, a thorough understanding of the satellite communications technology and possesses strong people influencing skills.

- Strong presentation, written and verbal communication skills through regular interaction with customers, partners, global sales and executive management.
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What we Offer

A unique, interesting, and challenging job in an entrepreneurial organization. Furthermore, a globally competitive salary & benefits package including performance-related bonus, stock option equivalent program, comprehensive medical, dental, vision coverage, and relocation package if applicable.

How to Apply

If you are interested in joining our team please send your CV in Microsoft Word format to careers@o3bnetworks.com . Please put 'Senior Product Manager' in the subject line. In the body of the email tell us why you are qualified to become a part of our team and outline how you meet the application criteria above.

What Happens Next

Applications will be reviewed and those candidates whose experience and skills appropriately match the position needs will be contacted for an initial informal discussion. We will endeavour to reply to all candidates but if you have not heard from us within 14 days of applying, please assume that you have not been successful in this instance. Please do not let that stop you from applying to other roles you believe are suitable for you.