

## Job Description

<b>Job Title:</b> Senior Product Manager	<b>Reporting To:</b> CTO
<b>Functional Area:</b> CTO	<b>Location:</b> Cambourne, UK
<p><b>Job Précis:</b></p> <p>This is a new and challenging multi-faceted role to lead the evolution the IP Access product portfolio to the next generation, while innovating within the current product families. It encompasses the high level and detailed technical management of all products in the portfolio from a feature, product, system and solution perspective. This position is suitable for a talented individual with a wide range of technical skills and customer project experience across Small Cell or Telecoms Solutions who is able to bring co-ordinate the decision making on Engineering, feature, product and solution delivery. The role needs to be responsive to the commercial priorities of the business, and able to factor cost of delivery as well as technical excellence into the Product Management decision process.</p> <p>The role will require significant interaction with all parts of the business, leading the products into development, and helping services and marketing with technical input and support. The successful candidate must be skilled at “reading between the lines” and elucidating the true context of customer priorities within the global industry landscape. Simply repeating customer statements into the business without being able to judge their true value will never be enough.</p>	
<p><b>Accountabilities:</b></p> <ul style="list-style-type: none"> <li>• Complete ip.access Product Line Product Planning; working with the COO and Engineering staff, and with 3<sup>rd</sup> part technology partners, with primary accountability to the CTO <ul style="list-style-type: none"> <li>▪ Ownership of Company Solution Roadmap in collaboration with the Product Management Group</li> <li>▪ Feature planning combining the multiple priorities of customer, market and our own analysis</li> <li>▪ Commercial analysis of feature and product introductions – Total Addressable Market (TAM) estimation, price setting, margin analysis and so on.</li> <li>▪ Competitive intelligence and analysis – why are we better than everyone else?</li> <li>▪ Creation of content for customer facing documentation – specifications, flyers, white papers and so on.</li> <li>▪ Creation of material to help Customer Services to support the products as the evolve</li> </ul> </li> <li>• Innovation: Being part of a team that brings innovation to the business at all levels – via EU funded research projects, conceptualizing new product and solution features, architectures, business models and developing them to the point of inclusion in the product family – such as 5G, Security and Surveillance, Private Networks such as Citizen’s Broadband (OnGo), Licensed Shared Access, Virtualisation of RAN functionality (NFV), and so on.</li> <li>▪ New Product Planning and Introduction – essentially being able to analyse and plan requirements and features for Products and Features at the brainstorm stage <ul style="list-style-type: none"> <li>▪ Accountable to the CTO</li> </ul> </li> </ul> <p>• KEY ACTIVITIES</p> <ul style="list-style-type: none"> <li>○ Customer interaction for presentation of roadmap and capture of new requirements</li> <li>○ Engineering Top down plan alignment and reporting</li> <li>○ Cross Product Status reporting to Exec Team</li> <li>○ Roadmap increment management</li> <li>○ Technical management of the co-ordination between future product and partner solutions</li> <li>○ Content creation for customer facing documentation at all levels</li> </ul>	
<p><b>Role Requirements:</b></p> <ul style="list-style-type: none"> <li>• Experience in customer facing roles for technical sales, product management or technical consulting covering products in one or more of the GSM, UMTS and LTE technologies</li> </ul>	

- Good technical understanding of Telecoms technologies covering end to end solutions including Radio Access Point, Gateway and Network Management
- Defining products at the Market Requirement level and building product justifications based on a wide range of appropriate inputs
- Technical product planning experience and ability to demonstrate clear understanding of product investment decision making
- Excellent business reporting skills, able to collate and effectively present cross business data to fully define product portfolio delivery status and commercial performance
- Preferred working knowledge of 3GPP standards and technical conformance evaluation of RF, UE and Core Network behaviours

**Competencies:**

**Business Awareness:**

Has a good understanding of telecommunications environment and mobile technology and is aware of new advances that are likely to affect the organisation.

**Communication:**

Possess strong communication skills and is comfortable in discussing ideas and solutions with others in order to successfully resolve issues. Identifies relevant information, who to communicate it to and the appropriate means by which to do so. Can communicate effectively with remote working teams. Able to convert information to the level required for the target audience

**Teamwork:**

Is comfortable working within a global environment and is able to effectively communicate across different time zones and with different nationalities. Has experience of working within a matrix environment and contributes positively and effectively to team goals. Encourages collaborative team spirit and maintains team harmony even when under pressure. Able to mentor and support team members in areas of own expertise.

**Personal Accountability:**

Is a self-starter, demonstrates a 'can-do' attitude and is able to adapt to new role requirements with ease. Demonstrates self-drive, focus and a determination to succeed. Applies initiative when required and takes ownership for achievement of own activities. Values the contributions of others and is able to accept and apply constructive criticism

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