



JOB TITLE: TECHNICAL PRODUCT MANAGER

REPORTS TO: CEO – INTECHNOLOGY WIFI

JOB LOCATION: CARDALE HOUSE, HARROGATE

UPDATED: APRIL 2018

AIM OF THE ROLE

The Technical Product Manager's responsibility is to own the product strategy and roadmap for intechologyWiFi and provide technical pre-sales support to the sales team. As such the role involves close co-ordination with customers, commercial partners, sales, development, marketing, and finance.

The key areas of responsibility for the Technical Product Manager are:

- To deeply understand customer needs with the objective of developing unique and highly differentiated commercial proposition.
- To provide technical pre-sales support to capture customer requirements and specify compelling solutions
- To provide product support to sales on strategic opportunities.
- To understand market trends, monitor competitors, and identify new commercial opportunities.
- Create compelling and highly competitive customer value propositions for marketing.
- Be the Product Owner with the development team and specify requirements for software releases.
- Creation and maintenance of business plans and financial forecasts.
- Manage commercial and content partnerships.
- Monitor the deployment and roll-out of the service, to ensure a smooth and successful deployment of service.
- Be responsible for directing regular communication, support, and training to our sales team.

PERSONAL SPECIFICATION

The ideal candidate will be able to demonstrate the following skills and attributes;

- Customer/sales focused
- Strong interpersonal and communication skills
- Ability to work well within a team but with the confidence to work on own initiative
- Deep understanding of the relevant technologies
- Capable of creating detailed technical customer proposals



- Strategic product planning, product road mapping and technical programme management
- Previous experience as a pre-sales engineer or product manager
- Able to demonstrate bringing new products to market
- Innovative/Pro-active approach to decision making and problem-solving
- Intelligent self-starter with a pro-active approach to their workload
- Determined and able to perform well under pressure and against deadlines
- A high degree of literacy and numeracy
- Advanced level of proficiency in Microsoft Office packages – Word, Excel, PowerPoint are essential and additional packages (Visio, etc.) are desirable

ISO

Responsible for ensuring that they are aware of the security policies and procedures of the Information Security Management System (ISO27001) and how these specifically relate to the information resources they have access to. All security events, whether suspected or actual, must be reported immediately to the Information Security Manager on detection, without exception, including underperforming or broken processes that may lead to information leakage or a security breach.