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Position Profile

General information	
Job Title	Product Manager
Company	The Company is an ambitious privately owned B2B business designing, manufacturing and selling precision electronic devices around the world from its base in Hampshire. Along with its sister company Gill Instruments Limited, increased investment in new product development is central to its growth plans.
Department	Gill Research & Development

Position summary

Over recent years the Company has developed and utilised a number of sensing techniques to solve customers problems in markets, including renewable energy, maritime, and transportation. To move the Company forward, additional product lines that work synchronously with the existing portfolio are required to target specific market verticals.
This role will be heavily focused on New Product Development (NPD) where the candidate will be expected to seek and validate opportunities to grow the product portfolio in both existing and new markets in which the Company currently operates.

Main duties

- Review and understand the current product ranges, their functionality, performance and market position.
- Understand customers and market problems and align with product strategy.
- Undertake VoC, be present in the market and use this to drive development plans.
- Prepare business cases and gain agreement from all key stakeholders.
- Determine and prioritise product requirements.
- Work with the engineering team to oversee the introduction of agreed developments into the product range.
- Determine new product pricing and support annual pricing reviews.
- Manage product launches and track launch success metrics.
- Actively manage the in-life performance of existing products, including sales and marketing support, competitive analysis, reviewing product technical and commercial performance, and production support.
- Produce and agree with the Steering Committee long-term roadmaps and short-term development plans.

Candidate requirements

- A proven background in product management in an electronics/technology business.
- Experience of performing market research and conducting VoC.
- Experience of preparing product requirements and working with multidisciplinary engineering teams.
- Experience presenting to company leadership to gain alignment on product roadmaps and business cases.
- Experience of working in a small or fast-growing business, self-driven and ambitious.
- Be able to work in an office environment and flexibility to work from home

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Additional advantageous experience
• Experience relating to meteorological instrumentation • Experience managing global product and launches
Person specification
• Customer-focused and inquisitive, with the ability to understand market problems and translate customer insights into clear product priorities. • Analytical and commercially minded, able to assess opportunities and use evidence to support business cases and product decisions. • A clear communicator, able to present recommendations and build agreement with engineering teams, commercial colleagues and senior stakeholders. • Collaborative and organised, able to balance competing priorities and maintain focus from opportunity identification through launch and ongoing product management. • Self-motivated and adaptable, comfortable taking ownership and working proactively in a small or fast-growing business.

Reporting structure
Product Manager -> Head of Product Instrumentation

A position profile does not imply that the duties stated are the only ones to be performed by the incumbent. Employees will be required to follow any other reasonable job-related instruction as requested by their manager or a company director.