

JOB DESCRIPTION			
Title	Product Manager	Reports to	Head of Product
Location	Milton Keynes	Department	Solutions
The Company	<p>Clearview Intelligence delivers innovative solutions that harness intelligence, inform decisions and influence behaviour, helping people make better journeys. Solutions that improve journey predictability, enhance safety, transform behaviour, reduce congestion and make parking easier.</p> <p>Intelligent solutions that combine first-class sensing technology, a powerful data intelligence and analytics platform and unrivalled ongoing service & support. Together with our partners and clients, we're making journeys work.</p> <p>We are very well respected and considered an 'authority' in the marketplace. A relaxed yet professional company culture with a low staff turnover. Our solutions are technologically advanced and through extensive investment in R&D we remain a pioneer in our field.</p>		
Job Purpose	<p>As we approach the era of connected and autonomous vehicles, we are looking to develop new solutions that can carve out new sustainable revenue streams in the intelligent transport systems space. The Product Manager will help deliver innovative and compelling solutions to our markets. Working closely with Sales, Marketing and R & D, this role will be managing products and solutions throughout the Product Lifecycle (PLC) from conception to withdrawal to ensure maximum return on investment is achieved.</p> <p>The successful candidate will need to demonstrate tenacity, drive, an eye for detail and resilience of character. Equally, the role demands someone who knows how to get things done, get the best from colleagues and understands both software and hardware development and has experience of managing 3rd party technology partners.</p> <p>The Product Manager will become 'market expert' for their nominated area, continually researching current and future market requirements, whilst also being able to represent the company in front of customers as the principal "knowledge" owner for the solution(s) in question.</p> <p>The Product Manager will be adept at both defining and shaping business cases for new solutions as well as prioritising enhancements and defect fixes to maximise return on investment. They will also work with the Marketing team to develop supporting collateral, defining the language and key messages used to reach the target audience.</p>		
Accountabilities			
<p>Responsible for the successful delivery and marketing of company products and services offerings, including:</p> <p>Market Expert</p> <ul style="list-style-type: none"> • Be the visionary for your solutions portfolio, providing clear direction on its future • Develop and maintain good working knowledge of how customers are using our solutions • Undertake ongoing market and competitor intelligence/research to identify and evaluate the potential 			

of new market / application / business model opportunities

- Act as the subject matter expert internally, providing support and training to Sales & Marketing, responding to queries & tenders and ensuring that accurate information is maintained on our solutions
- Create and deliver company / solutions / thought leadership content & presentations through the year

Solutions Development

- Work with the business and clients to develop and continually evolve the long-term solutions strategy
- Prepare and maintain a roadmap for your portfolio, identifying and scoping enhancement and new market development opportunities
- Prepare business cases to support the definition of new solutions and enhancements to existing solutions
- Work with the relevant project managers and designers to oversee development projects, ensuring projects deliver the required features and benefits on time and on budget and actively managing risks/issues
- Take ownership of the process for prioritising defect fixes and small enhancements to ensure that a good balance is achieved and that we maximise customer satisfaction
- Write & review relevant user documentation and ensure that all changes to solutions are communicated clearly and fully to both internal and external customers to minimise queries raised

Commercially Focused

- Maintain a clear financial overview of sales revenues, profitability and volumes for your portfolio
- Work with third parties to integrate with other technologies where appropriate to extend the capability and application uses of our solutions portfolio to ensure its long-term success
- Produce supporting collateral outlining clear value propositions and key messages to ensure that sales team and international partners are fully armed to maximise opportunities for success
- Work with the Marketing team to ensure that all related marketing collateral is clearly focused and well maintained, with strong persuasive messaging
- Actively manage customer expectations (for new and existing solutions) to achieve a high level of customer satisfaction
- Other duties as required by management.

Skills	Characteristics
<ul style="list-style-type: none"> • Strong MS Office skills including Excel, Word, PowerPoint and Outlook • Confident presenting skills • Articulate and numerate, with excellent verbal and written English • Excellent self organisation, self motivation and time management • Excellent analytical skills and a logical approach to problem solving • Able to work well under pressure and meet tight deadlines • Solid people skills, with the ability to encourage, enthuse and motivate others • A meticulous approach to detail and quality • Strong commercial acumen, pragmatic, persuasive and diplomatic • Results oriented with the ability to set targets, and then deliver to deadlines 	<ul style="list-style-type: none"> • Results driven and determined • Self-disciplined • Proactive and able to take the initiative • Outgoing lively character • Strong relationship builder • Customer experience focused • Fast learner with an interest in technology • Likes to work in a fast-paced environment • Able to work independently or as part of a team • Flexible approach to work and a readiness to support others • Well presented with a professional manner • Willingness to travel in the UK and overseas as required

Qualifications & Experience

Essential

- Commercial product management experience within technology / technically oriented products
- Significant experience of working with and managing relationships with partner organisations
- A good technical head, able to readily understand technical concepts for both hardware and software related solutions
- First-rate ability to research market needs and translate them into meaningful user requirements
- A strong background of creating/delivering presentations to both technical and non-technical audiences
- Experience of writing punchy supporting collateral extolling the features, benefits and ROI advantages of your products/services
- Full UK driving licence

Highly Desirable

- Educated to degree level (business or technology related degree or equivalent professional qualification)
- Background in the ITS/Transport/Road Safety/Parking or Security sector
- Experience of writing white papers and other articles
- Experience of working with SCRUM agile development methodology

Circumstances of the Job

The role enjoys a competitive basic salary, car and phone allowance. In addition, the company offers a contributory pension scheme (after qualifying period) and 25 days annual leave (+8 days bank holiday).

The post holder will be based at our innovation centre in Milton Keynes. A clean driving licence is highly desirable, as there will be a requirement to travel to parts of the UK. Overnight stays away from home may also be necessary on occasions and overseas travel may be required from time to time to attend international exhibitions or visiting partners.