

Department: Product Management
Position: Junior Product Manager
Location: Dublin - City Centre

About Asavie

Asavie is an Equal Opportunity Employer that offers a competitive salary, benefits & the professional advantages of an environment that supports your development & recognizes your achievements.

As part of our continued growth, we are looking for talented individuals with an entrepreneurial spirit, who have the drive and passion to succeed and want to be part of an exciting, young company going places. The ideal candidate should have a software engineering background and have transitioned into a Business Analyst or Project Manager role with 3-4 years' experience. They are now looking for a role and company where they can continue grow and learn new skills.

Product Management is responsible for driving the development and evolution of Asavie's new & existing offerings. This extends from increasing the profitability of existing products to developing new products for the company. You will build products from existing ideas, and help to develop new ideas based on your industry experience and your contact with customers and prospects. You must possess a unique blend of business and technical savvy; a big-picture vision, and the drive to make that vision a reality. You must enjoy spending time in the market to understand their problems, and find innovative solutions for the broader market.

You must be able to communicate with all areas of the company. You will work with an engineering counterpart to define product release requirements. You will work with marketing to define the go-to-market strategy, helping them understand the product positioning, key benefits, and target customer. You will also serve as the internal and external evangelist for your product offering, working with the sales channel and key customers. A product manager's key role is primarily strategic, but is also tactical. The other departments will support your strategic efforts and you will support their tactical tasks. This role is Dublin based.

Responsibilities:

- Analysis, research and document new market opportunities and use cases
- Engage in competitive and market research. Research, test & produce summaries of competitors or complementary products and industry trends in both the EMM & IOT space
- Documenting requirements to develop a common understanding between the different teams in Asavie of the problem we're trying to address
- Running and tracking our live services and highlighting any service issues to the Product Management team
 - Develop metrics which drive existing services, analysis & report trends & forecasting
 - Running analytic report to spot trends and be proactive about upcoming issues e.g. running into capacity issues
 - Track and highlight issues such as service on-boarding

- To help manage the entire product line life cycle from strategic planning to tactical activities
- Specifying technical and market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
- Driving a solution set across development teams (primarily Development/Engineering, and Marketing) through market requirements, product requirements, and positioning.
- Developing and implementing a company-wide go-to-market plan, working with all departments to execute
- Work with the stakeholder community on specific product needs to improve the service offering and/or enhance its deployment
- Analyse financial & operational results and take appropriate actions to ensure operational excellence and goals
- Recognized as the Subject Matter Expert for all aspects of product/service
- Analysing potential partner relationships for the product.

Requirements:

- Computer Science or Engineering degree or work experience a strong plus.
- Ideally Business Analyst or requirements gathering experience
- Telecoms experience a definite plus
- Product marketing or product management experience a bonus.
- This position requires travel to customer and non-customer sites. (20% +)
- A willingness to learn

How to Apply

If you think you have what it takes to really make a contribution in our company, then email your CV and cover letter to careers@asavie.com. We offer higher than average compensation reflecting the calibre of person required.