



Job description form

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 multiple markets, including motorsport, heavy industry, and mining. To move the Company forward, additional product lines that work synchronously with the existing portfolio is 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 the Company currently operates.

Main duties

- Review and understand the current product ranges, their functionality, performance and market position
- Produce and agree with the Steering Committee a long-term road map and short-term development plans
- Understand customers and market problems and align with product strategy.
- Undertake VoC, be present in the market and use this to drive our development plans
- Prepare and gain agreement from all key stakeholder appropriate business cases and development requirement specifications, cost benefit analysis and market potential
- Work with the project delivery team to oversee the introduction of agreed developments into the product range
- Determine and prioritise product requirements
- Actively manage the in-life performance of existing products, including sales and marketing support, reviewing product technical and commercial performance, and production support.
- Work with marketing teams to manage product launches



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Candidate requirements

- A proven background in product management in an electronics/technology business
- Experience of collecting and making sense of diversely held product information
- Experience of developing and gaining agreement to a product roadmap that balances short and medium terms demands, and addresses the diverse opportunities presented by the market, the development team and technology
- Experience of preparing requirement specifications and business cases
- Experience of working in a small or fast growing business, self driven and ambitious
- A relevant degree or equivalent
- Have demonstrable commercial experience including contract negotiation

Reporting structure

Product Manager- Global Product Manager

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.