



Example of Specialist Product Management Job Description

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Our company is growing rapidly and is looking to fill the role of specialist product management. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for specialist product management

- Development of process improvements to the Product Management role to enable more time for higher level work for the product management team around strategy, analytics, and general management
- Continuously measure effectiveness and ROI of initiatives and apply learnings in ongoing strategies and plans
- Develop and drive management systems and tools for product categories to focus on key drivers that impact business results
- Identify growth opportunities and unmet chooser/user needs as input for potential innovation opportunities that support profitable growth
- Work with planning and product supply to ensure accurate forecasting of stock for designated product categories
- Manage and monitor the marketing program portfolio and make recommendations on resource rebalancing as required to ensure program objectives are achieved
- Train business clients on all Cash Management Services via phone, internet and in-person
- Assist in completing product paperwork
- To manage a team offering MCR support for live events and onward delivery to global customers over fibre and satellite
- To ensure the most effective technical solutions are selected for the MCR equipment balancing Cap-Ex and Op-Ex with operational excellence

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- Develop and define appropriate price guidelines, service description, SLA Documentation and bid strategy for all products
 - Determine appropriate list prices and discounts based on analysis of market climate and competition product life cycle
 - Negotiates tender and contract terms to meet both client and company needs
 - Lead and facilitate the development of the business case, pricing plans, value proposition and positioning of these services globally for customer segments with regional sales and marketing teams
 - Define and develop go to market plans, working with other departments including Marketing, Sales and delivery organizations by service offerings and geographies
 - Monitor and manage the service performance against key performance metrics including pricing, feature sets and customer uptake in market