

Product Manager



Who are we?

Are you ready to work for the industry leader in Cloud Services?

Giacom has massive sustainable growth plans, and we know we can do it with the right talent onboard. We're very excited about our year-on-year growth to date and our credible industry partners, such as Microsoft, TalkTalk, Bitdefender are excited too. We've doubled in size over the last two years and, with further investment, we're ready to go again thanks to our Cloud Marketplace.

Our highly skilled and knowledgeable staff are developed and retained through solid career paths and as we continue to grow, our values ensure that our people remain at the heart of the business.

Who are you?

If you're driven with a passion for technology innovation, analysis, driving growth and diversification then we want to hear from you!

This is a pivotal role and we love our Product Managers to be passionate about not only increasing revenue and profitability, but also about providing amazing service to our vendors, while seeing their product launches through from concept to implementation. We're looking for someone who can analyse information without hesitation, develop meaningful concepts for our online market place, drive the go-to-market and manage the product P&L.

So, what about the role?

The ideal candidate must be super creative with amazing analytical skills to build a detailed understanding of our wider cloud marketplace and identify opportunities for new vendors, products and services.

Here's just some of the 'stuff' you might be working on:

- Keeping an eye on our competitors, monitoring and reporting trends
- Proposition development – champion new and existing products. Gaining buy-in from stakeholders. Using your skills to build a value proposition, business case and work across the business to design the customer experience, marketplace integration requirements, exciting sales and marketing programs and manage the product P&L
- In life vendor and roadmap management – working closely with our vendors to design roadmaps of new features and enhancements, ensuring continuous improvement of the user experience. Reviewing financials and analysing market pricing, ensuring opportunities for maximising sales and bundling are never missed.

So, what essential things do we need you to have?

- Experience in a similar role and environment: Cloud, SaaS or Software an advantage
- A relevant qualification in this field
- You'll have worked on all aspects of developing propositions from idea to end of life
- A natural self-starter who excels in an entrepreneurial environment
- You'll be commercially astute and a skilled negotiator putting the needs of the business at the forefront of all you do
- An amazing relationship builder with a natural ability to interact with key stakeholders and customers
- An eye for detail and analysing information that's meaningful and concept driven
- You'll understand the principles of financial management in a commercial environment

What's in it for you?

We are building a great culture here at Giacom, whether that's grabbing some great "bean to cup coffee", or a game of pool or air hockey in our chill out area. We offer a competitive salary with added employee benefits, development opportunities, and recognition for hard work – we can't wait to meet you!