

Job Details

Reports to: Presales Manager
Title: Business Product Manager **Location:** Eastpoint
Duration: Permanent

About Virgin Media:

At Virgin Media, we've got a very different way of looking at the world - and it shows in what we're like as a place to work. We think work should be fun - because fun is what our customers demand from our services. So you'll be joining a bunch of people who are free-spirited, capable of coming up with their own ideas, and given free rein to put their talents to their best use. But besides being all about fun, we're also deadly serious when it comes to putting our customers first! Whether it's TV, mobile, phone or super-fast broadband services, at Virgin Media Ireland we're 110% focused on making our customers lives easier, richer and a little bit more fun.

It's not a nine-to-five, clock in and tune out sort of place. And there's no corporate mask to put on at the door – you can just be yourself. We're hard working, but in it together. Creating something special. Because let's face it. If you don't love what you do, it's time to do something else. Join us.

About the Role:

This is an exciting and challenging role for an energetic Product Manager who is prepared to roll his or her sleeves up. The job purpose is to manage and grow the Virgin Media Business Ireland SME product portfolio. Work closely with the Business Team to successfully launch new products into the market place, paying close attention to the product /packaging & pricing. Develop business cases and supporting documentation, SLA, datasheets etc. The SME product manager will be required to co-ordinate the relevant people from commercial, marketing, IT, sales, networks and legal departments to meet launch deliverables. Once launched the SME product manager will be responsible for ongoing product management.

Specific Tasks/ Duties:

- Product life-cycle management for Business products
- Business Market analysis to identify and productise compelling Business offerings
- Product concept development, product definitions, business cases new products. Voice, Data, Wi-Fi, Security & Cloud
- Bundling & packaging
- Pricing/tariffs for Mobile SIMs and Fixed products
- Liaise with IT and other relevant departments to ensure pricing and product upgrades are implemented on time
- Market research & competitor analysis
- Develop and launch product sets according to deliverable objectives

- Achieve annual product revenue and margin targets
- Product marketing communications
- Product upgrades and ongoing product development
- Process management and maintenance
- Reporting: (revenue, customer numbers, margin, etc...)
- Total quality management

Main Outputs:

- Responsibility for delivery of product or service
- Responsibility for revenue or margin targets for a product or service

Key Results Areas

- Successful product set rollout
- Achievement of revenue and margin targets
- Quality Focused
- Commercially experienced

The Person:

- Strong understanding of the Business Technology sector
- Ability to work effectively both independently and as a part of a multi-functional team and can drive results through relationships with other people, stakeholders and partners
- Strong organizational skills, detail oriented, ability to handle multiple priorities and make sound decisions under tight deadlines
- Proven ability to manage cross-functional and virtual teams
- Self-starter and ability to work on own initiative
- Proficient computer and presentation skills
- Strong commercial awareness and business acumen
- Proven ability to deliver projects on time to high standard
- Excellent planning and organisation skills are essential, as is the ability to manage multi-functional teams
- Good verbal and written communication skills
- Strong negotiation and influencing skills
- Ability to prioritise
- Ability to take initiative
- Ability to adapt / flexibility

Experience/Education:

- 3rd level Business, Marketing or Engineering qualification
- 3-5 years at a management level
- 3-5 years' experience in telecommunications industry (preferred)
- 3-5 years' experience as product manager for mobile, voice or IP services (preferred)
- Experience in product life cycle management preferred
- In depth knowledge of the Irish Business Telecoms market place
- Extensive understanding of Virgin Media Business Ireland business SME products
- Commercial acumen and financial appreciation
- Experience in the mobile sector is desirable

Join and you'll be part of the Virgin Media family. You can trust us to do the right thing by you. We're a great place to work – and we offer impressive benefits too. Get ready for a generous holiday allowance, contributory pension and of course, discounts on our fantastic mobile, broadband and cable.

Ready to TURN IT ON? Apply jobs@virginmedia.ie

Not your ideal job? Visit our career page to view all of our other open vacancies; <http://www.virginmedia.ie/careers>

Virgin Media is an equal opportunities employer. Having a diverse workforce is critical to the success of our business.