

## Job Title: Product Manager

Location: UK  
Role Type: Permanent – Full Time  
Job Location: London / Home Working

## About Sagacity

Sagacity Solutions launched in August 2005 offering consulting solutions to large blue-chip organisations within the mobile telecommunications sector in the UK.

Over the last 10 years Sagacity has evolved into a specialist data solutions provider owning and solving complex technical and business change initiatives in a practical and hands-on way. Our industry expertise has grown to include utilities and financial services and we now have experience in a range of different geographies including Ireland, Poland, and Australia.

Sagacity's specialist data solutions have been developed as part of our software range which comprises of 3 key components; Data Quality, Revenue Assurance and Customer Value Management. Our data solutions are delivered through a combination of software and Sagacity's business delivery capabilities to provide our clients with bespoke solutions to address their specific business needs.

Our unique product and service offering is portable across a wide range of industries, business sectors and both established and emerging markets.

## Responsibilities

As a Product Manager you will own the lifecycle of any product development working alongside with key stakeholders. You will be a flexible, self-motivated individual with strong communication and organisational skills to ensure the agreed product release plans are met.

Principal responsibilities will involve:

- Identifying market opportunities and defining a product strategy / roadmap
- Work with the Technical teams to design new products, product enhancements and technical development roadmaps
- Act as the Product Owner when working with Sagacity Delivery teams on client assignments
- Collaborating with all key stakeholders (Technical, Sales, Marketing, Finance and Partners) to define, design and adapt product features balancing the business / customer needs with technical / project constraints and timelines
- Clearly communicate product release plans, strategy, benefits and results to internal stakeholders
- Own the product development lifecycle, including competitive analysis, market/product research
- Business case development and monitors the project and environment and updates the business case as required

- Engage with external clients on the technical detail of the product and how it would work for the client
- Conducting Market Analysis to maintain awareness of the market and be able to effectively identify customer needs and trends
- Conducting Competitive Analysis to maintain awareness of competitors and their products / capabilities
- Working closely with the senior management to define and implement the 'Business Development' Strategy in accordance with Sagacity's Business Plan
- Research and identify potential new customers and markets / opportunities working closely with the senior management team
- Actively and successfully manage the complete 'sales' process from initial proposal through to approved statements of work including:
  - Preparation of Sales Proposals for new and existing clients
  - Preparation of Statements of Work for new and existing clients
  - Attendance at and presentation to potential clients as part of the sales process
  - Raise the necessary paperwork for internal and client approval following a successful sales pitch including Contracts, NDAs and Statements of Work
- Liaison with HR to ensure business development resources are identified and/ or recruited to conduct the approved assignment
- Line Management of the Business Development team members, as required
- Lead and support the development of new business relationships and accounts
- Managing and maintaining a sales pipeline and ensuring all sales administration is kept up to date
- Involvement in internal business development and sales pipeline meetings
- Design and deliver business development and sales presentations
- Work with the Marketing department on campaign material and manage inbound responses from campaigns
- Co-ordinate and prepare for client innovation days
- Providing ad-hoc assistance and support for the Business Development team as required

## Competencies and Behaviours

You will have excellent communication, planning, prioritisation and organisational skills. You will demonstrate strong commercial awareness, which promotes and protects the interests of both Sagacity and our clients alike. Key competencies and requirements include:

- Excellent planning and reporting
- Clear and transparent communication
- Delivery and deadline driven
- Client relationship management
- Logical and structured approach
- Critical thinking and problem solving
- Decision-making
- Team player, approachable, likeable
- Trustworthy
- Adaptability
- Accountability, effectiveness

- Stress tolerance
- Presentable, professional, punctual
- Flexible to work across different locations

### **Education, Training & Experience**

You will have developed strong organisation and planning skills, ideally, within a Business Development team.

You will have advanced MS Office skills including MS Word, Outlook and PowerPoint and be comfortable in the use of other office packages e.g. Excel.

Experience working within a larger company would be of interest, but you should also be able to adapt to working in a small team, where priorities can change rapidly and where the company is developing new processes and procedures to bring greater structure and operational rigour.

You must have excellent communication skills, both written and oral, and be very comfortable interacting with all people at all levels across the Sagacity team and with our Client contacts.

## **People at Sagacity**

Success in any business is ultimately about its people; their skills, personality, attitude, qualities, dedication and enthusiasm. We recognise the value of our people and their commitment to working together as a team, but equally between ourselves and our clients.

Our consultants are often personally recommended and undergo rigorous screening to ensure they share the qualities that are integral to our business. They naturally have an outstanding level of skill in their areas of expertise, many with significant operational experience within our key industry sectors.

### **At Sagacity, we:**

- believe working with our clients, in collaboration, delivers better results
- coach & mentor our clients' teams so our solutions live on after our assignment ends
- believe in delivering benefits as we go along

If you would like to join a unique working environment, with a sociable culture, where work is done a little bit differently – and we believe 'better' - then we look forward to hearing from you!