

## Job Title: Product Manager

Simartis Telecom is a dynamic company created in 2004, active in the area of products & services for the GSM Telco market. Our strategy of creating long-term value by enabling all GSM mobile operators to successfully expand their operations using our innovative solutions. All the solutions we provide are owned by Simartis and are fully designed and developed in house. You can read more about us on our website: <https://www.simartis.com/>

### Main Role objective

We are looking for a Product Manager to join our enthusiastic, collaborative and results-focused team as part of our Product Development function.

As a Product Manager, you will have the primary objective to drive the success of the product roadmap development in alignment with the product portfolio vision and strategy. You will identify, define and prioritize key features of the current products improvements and new products initiatives in order to maximize the business value delivered to the current and potential new clients.

Represent the voice of the clients, end-users and business stakeholders within the team by continuously engaging and collaborating with them to translate their needs into new successful, innovative and competitive products.

Gradually become a subject matter expert in the business of the product, related technology and competition landscape, able to share your knowledge across product development when required.

### Responsibilities

- Build and maintain the product roadmap by gathering and aggregating input from both external stakeholders (clients, partners) and internal stakeholders (Pre-sales/Sales, Marketing , UX/UI designers, Developers, QA).
- Translate the product roadmap into detailed product backlog of detailed requirements, epics and user stories, having the ownership of the backlog and its implementation to accomplish the product goals.
- Work closely with the project team to continuously refine, prioritize and plan next backlog items to be implemented.
- Elicit requirements from clients or potential clients, identifying the features that should be built to respond to their needs with the right solution, and push forward the product as a living, competitive thing.
- Document and maintain product requirements (business, functional) throughout their entire life-cycle.
- Drive and facilitate prototyping of new product ideas and features based on the stakeholders needs, latest industry trends. Define MVP scope of the product around the minimum necessary effort required to create impact and bring business value.
- Know your competitors, understand their products strategy, messaging and features in order to strengthen your product position into the market by filling the potential gaps and building key differentiators.

Please send your resume at  
[global.hr@simartis.com](mailto:global.hr@simartis.com)

- Define KPIs to clearly measure and understand product performance. Analyze and identify product improvements, and prioritize them for future iterations to achieve business goals
- Be the primary contact for queries related to the product into the company
- Continuous research and documentation related to new technologies, industry standards relevant to the product area (like ETSI 3GPP, GSMA, TrustAlliance, GlobalPlatform, OMASpecWorks, ISO)
- Write product documentation (product description, product presentation, use cases, user guides, training materials)
- Contribute and offer support to the Marketing team to create commercial and sales materials, branding and go to market strategy.
- Manage Product Demo environment, prepare demo scenarios and perform demo sessions and product presentations to support Pre-sales and Sales activity.
- Develop and deliver product training sessions to support implementations to the customers.
- Contribute to tenders/RFx compliancy answers and solution documentation.
- Participate in business trips at customers and partners location
- Attend conferences, events relevant to the product technology and business area, marketing events, trade shows.

## Required Experience and Skills

- Product Management/Product Owner/Business Analysis experience or related skills in a software company (4+y)
- Experience in Platform/SaaS/Cloud/API/B2B or related product development (2+y)
- Experience in documenting requirements and specifications, use cases, business flows, diagrams, architectures
- Experience of going throughout a full lifecycle of a product (definition, analysis, development, positioning and packing strategy, delivery and integration, production)
- Good English knowledge, at professional level (Read and Write)
- Curiosity, willingness for continuous improvement and growth mindset, be up to date with latest technologies trends and businesses related to the managed products.
- Excellent communication and presentation skills
- Technical background engineering is a big plus
- Telecom knowledge and experience is a plus
- Software Development lifecycle and project management experience is a plus
- Agile methodology knowledge and experience is a plus
- Very good ownership and *get the job done* attitude
- Customer facing skills

## Benefits for working with us

- Competitive salary
- Private health insurance
- Bookster subscription
- Trainings for professional and personal development
- Extra vacation days according to your seniority in the company
- A team of experts that are willing to share good practices tips & tricks.
- Annual team buildings
- Bonus for employees' children on Christmas and 1<sup>st</sup> of June.