

OBJECTIF LUNE

Objectif Lune is looking for an experienced and creative **Product Manager - Cloud & Hosting Services** thriving on shaping successful products to further build and enhance its product portfolio with a new generation of clouded software and hosting services.

Reporting directly to the Chief Product Officer, and part of a highly talented global team, the Product Manager will combine technical expertise, market insight and commercial experience to create a product vision, make it a reality, lead the commercial strategy and execute the operational delivery of Objectif Lune's cloud hosting products.

This hands-on role requires rolling-up-your sleeves and a passion for delivering innovative high-quality products in a fast pace environment. There will be no typical day, but a true opportunity to make a difference. If you have the leadership and driving force to engage all relevant departments within the organization, to ensure targets are met and that the requirements of the market are represented, and have the potential to grow into a leadership role to run your own Cloud & Hosting Services department, this job may be for you!

YOUR KEY RESPONSIBILITIES

- Act as the subject matter expert on cloud solutions
- Identify core markets and develop compelling business cases and product positioning
- Understand market's expectations and preferences, and translate them into use cases
- Develop a portfolio strategy and execute the Cloud & Hosting Services overall vision, product roadmap and deployment schedule
- Prioritize strategic goals and objectives to determine product specifications and requirements
- Translate customer needs into product requirement
- Manage cross-functional collaboration between the teams (IT, Marketing, Sales, Support, etc.) to bring the new Cloud & hosting Services to market
- Focus on 'right the first time' flexible architectures and solutions to quickly adapt to market changes
- Set clear goals and objectives to measure the success of new offerings
- Evangelize and educate both internal and external parties on new Cloud & hosting services
- Participate in the development of a dedicated Cloud & hosting Services team

YOUR PROFILE

- You possess strong technical competence (e.g. infrastructure) combined with business acumen (e.g. pricing strategy, go-to-market, legal) of the hosting and cloud computing industry
- **You are fluent in Business English - this is a must!**

- You demonstrate exceptional communication skills with the ability to adjust to the needs of the audience
- You are a persuasive writer, capable of defining a product's vision, positioning and market requirements in addition to creating white papers and presentations
- You are a strategic thinker with enough leadership to get things done through influence
- You have excellent organizational skills and the ability to work both independently and on cross-functional teams
- You are passionate for the product and the value it brings to customers, as well as for customer experience
- You are goal-driven with expertise in using analytics, metrics and key performance indicators to measure progress
- You can define successful new product requirements and go-to-market strategies that consistently increase sales
- You enjoy taking the initiative to attack the biggest problems facing your product and do not stop until the issues are solved
- You enjoy learning and have personal development goals for yourself
- You are process and quality oriented, and do have a meticulous mindset
- You are a quick learner and a brilliant problem solver
- You are stimulated by tight deadlines and can deliver results in a fast-paced environment
- You are addicted to Web technologies and keep your knowledge of this field up to date
- You appreciate being trusted and given free rein

YOUR EXPERIENCE AND EDUCATION

- 5 years of experience in the Cloud Services Industry
- Work experience as a Product Manager or similar role across digital transformation, cloud, managed hosting or managed security services
- Expertise and experience in B2B and channel marketing
- Specific sales enablement experience (e.g. tools, training)
- Understanding of trends and migration towards hosting solutions
- Demonstrated prior success with defining a new product
- Experience working with Agile and Scrum development methodologies and acting as a Product Owner with teams
- Bachelor's degree or equivalent experience

LOCATION & SCHEDULE

Ede
Flexible schedule

INTERESTED?

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