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| Role Title | Product Manager – Security |
| Function & Dept. | Business Units – Security |
| Career Growth Level | Contributing & Developing (D) |
| CGP Descriptor | Qualified specialists, recognised for their expertise, serving as pivotal contributors in various domains. These specialists play a vital role in influencing and shaping new business strategies, policies, practices, and content, catering to both external and internal customers. Their responsibilities may encompass problem-solving and the development and execution of purpose-driven solutions, often of a complex nature, to meet the specific needs of both external and internal customers |
| Team | Software BU |
| Reports to | Kat Hill |
| Role Purpose | As the Product Manager for security, you will drive business growth and profitability through strategic product initiatives with key stakeholders. Collaborating with technical leaders, product architects, leading market vendors and third party service delivery partners, you will develop customer-focused solutions from both in-house capability and that of third parties and align our portfolio with market trends.    You will be responsible for defining and developing the roadmap for Secuirty solutions, including creating product artefacts such as pricing models and service designs. You'll collaborate closely with our wider team of product managers on shared services, support go-to-market strategies, assist pre-sales and sales teams, and encourage cross-functional collaboration. |
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| Key Responsibilities | |
| 1. **Strategic Planning:** Develop and execute strategic product initiatives to drive growth and profitability in our Data & AI portfolio.  2. **Product Roadmap Ownership:** Define and manage the roadmap for security solutions, ensuring alignment with business goals and market demands.  3. **Pricing and Service Design:** Oversee pricing strategies and service design to ensure competitive and compelling offerings.  4. **Stakeholder Collaboration:** Work closely with key stakeholders, including technical leaders, architects, customer experience and delivery to develop integrated solutions.  5. **Communication:** Maintain clear and effective communication channels with all stakeholders to ensure transparency and alignment on product goals and progress.  6. **Go-to-Market Strategies:** Support effective go-to-market strategies in collaboration with product marketing and content management teams.  7. **Cross-Functional Collaboration:** Develop strong working relationships across various departments, ensuring cohesive and unified product development and implementation.  8. **Data-Driven Decision Making:** Utilise data analytics and market research to guide product development, measure performance, and inform strategic decisions.  9. **Pre-sales and Sales Support:** Provide critical support to pre-sales and sales teams, including training, resources, and direct client interaction.  10. **Performance Monitoring:** Monitor product performance, gather customer feedback, and implement continuous improvements to meet evolving customer needs and market conditions. | |
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| Person Specification | |
| 1. **Industry Knowledge:** Deep understanding of cyber security and leading market vendors such as fortinet, Crowdstrike, palo alto among others.  2. **Technical Acumen:** Ability to grasp complex secuirty solutions, collaborate effectively with key stakeholders, and translate technical requirements into actionable product plans.  3. **Product Management Expertise:** Proficiency in developing product roadmaps, defining pricing models, and designing services that are both competitive and innovative.  4. **Innovation and Improvement:** Ability to drive product innovation and continuous improvement by staying current with emerging technologies and industry best practices.  5. **Communication Skills:** Excellent verbal and written communication skills, with the ability to clearly articulate product vision, strategy, and progress to diverse audiences.  6. **Adaptability:** Flexible and resilient, able to thrive in a dynamic, fast-paced environment and adjust to changing priorities and market conditions. | |

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| Key  Competencies |  | Level |
| 1. | Strategic Thinking | 1 |
| 2 | Communication Skills | 2 |
| 3. | Planning and Organising | 2 |
| 4. | Continuous Improvement | 1 |
| 5. | Stakeholder Relationship Management | 2 |
| 6. | Revenue Growth | 1 |

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| Value Behaviours |  | Level |
| 1. | Responsibility | 2 |
| 2. | Passion | 2 |
| 3. | Customer First | 2 |
| 4. | Agility | 2 |
| 5. | Family | 2 |

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| Version | Date | Description | Approved by | Date |
| 1.0 | November 2023 | Original | HR | November 2023 |
| 2.0 | March 2024 | Formatting of cells | HR | March 2024 |