

Product Manager

GeoSpock is a high-tech Cambridge-based startup company building the next generation of database technology in order to tackle the big computing problems of the future.

We focus on complex multi-dimensional data at massive scales that has high throughput yet still requires real-time responsiveness. Our initial focus is on building geospatial databases but our future aim is to address problems in many areas including: genomics, facial identification and voice recognition.

Our founding team is highly technical and we are passionate about working with the very best minds to create world-class technology.

The Role:

As Product Manager, you will guide a team that is charged with a product line contribution as a business unit. This extends from increasing the profitability of existing products to developing new products for the company. You will build products from existing ideas, and help to develop new ideas based on your industry experience and your contact with customers and prospects. You must possess a unique blend of business and technical savvy; a big-picture vision, and the drive to make that vision a reality. You must enjoy spending time in the market to understand their problems, and find innovative solutions for the broader market.

You must be able to communicate with all areas of the company. You will work with an engineering counterpart to define product release requirements. You will work with marketing communications to define the go-to-market strategy, helping them understand the product positioning, key benefits, and target customer. You will also serve as the internal and external evangelist for your product offering, occasionally working with the sales channel and key customers.

A product manager's key role is strategic, not tactical. The other organizations will support your strategic efforts; you won't be supporting their tactical tasks.

KEY RESPONSIBILITIES

- Managing the entire product line life cycle from strategic planning to tactical activities
- Specifying market requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
- Driving a solution set across development teams (primarily Development/Engineering, and Marketing Communications) through market requirements, product contract, and positioning.
- Developing and implementing a company-wide go-to-market plan, working with all departments to execute.
- Analyzing potential partner relationships for the product.
- Develop product positioning and messaging that differentiates your products in the market



- Sales enablement – communicate the value proposition of the products to the sales team and develop the sales tools that support the selling process of your products
- Product launch – plan the launch of new products and releases and manage the cross-functional implementation of the plan
- Market intelligence – be the expert on your buyers, how they buy and their buying criteria; be the expert on your competition and how to crush them-

REQUIREMENTS

- 3+ years of software/services marketing/product management experience.
- Very strong written communication skills
- Very knowledgeable in technology, specifically cloud computing, SaaS and Databases.
- Computer Science or Engineering degree or work experience a strong plus.
- This position requires travel to customer and non-customer sites

Email your CV to careers@geospock.com