

## Product Manager

### Why join Kalibrate

For over 25 years, Kalibrate have been staying ahead of the curve in the fast-moving world of fuel and convenience retail. We were the first to use the power of data for making better decisions and today our artificial intelligence & machine learning solutions have turned data into a smart, actionable tools. With over 300 clients in 70 countries, in mature and emerging markets, for clients large and small, our strategy and technology solutions empower fuel and convenience retailers around the globe to achieve greater value and success on their own terms.

It's an exciting time to join us as we have ambitious plans to grow over the next 5 years.

### Role purpose

This role is part of Kalibrate's global product management team and the role which enables the effective and efficient ongoing operations of all product management activities. The Product Manager will report to the Chief Commercial Officer and supports the 4 heads of product management in their critical efforts to enable sustainable growth for Kalibrate across all our products and solutions areas, which are organized in 4 specific product management teams as follows:

**Kalibrate Price Management and Price Optimization** - process management software solution, complimented by analytics/reporting and implementation services

**Kalibrate Network Planning** - data, analytics, software and services offered to a range of retailers across multiple segments

**Kalibrate Data Insight** - data products offered to a wide range of customers and market segments in retail primarily, but also across multiple other industries and market segments

**Kalibrate proprietary data and data collection services** - proprietary data and information leveraged as USP components in the price, planning and data insight solutions, as well as offering tailored data generation services and technology tools to retailers

The Product Manager will own and manage core product management operational activities such as roadmap maintenance, requirement management, etc. in directly support of product line vision, strategy and action plans for all the products/solutions, including the very extensive collaboration with sales/commercial functions, product development and data science.

## Who we're looking for

The ideal profile for this role will have the following characteristics:

- Graduate from a relevant degree from a leading UK university at graduate/MBA level.
- Ideally 3 years' experience in consulting or in product management at a global SaaS company.
- Experience in and interest in the global fuel retail and broader retail industry.
- Experience with Kalibrate's product areas of Retail Fuel Pricing, Location intelligence analytics and data products such as traffic data and consumer profiling data used in retail.
- Very strong communication skills - written, verbal and overall - very strong in executive presentation skills, working with communication tools such as MS Powerpoint, Word and other tool-sets.
- Very strong collaborative skills, able to collaborate across functions and at all levels of the organization.
- Strong problem solving and analytical skills, able to distil complex challenges and create effective solutions.
- Ideally familiar with Design Thinking product development and Agile development.

## Kalibrate values

### Lead the way

- Self-starter with high energy and ambitious about your future
- You'll enhance standards and drive efficient ongoing operations of all product management activities and co-ordinate all ongoing governance activities for how Product Management develops vision, strategy and action plans for all the products/solutions.

### Empower others

- You'll support the 4 heads of product management in their efforts to enable growth for Kalibrate across all our products and solutions areas.

### Challenge convention

- You'll engage in steering the product direction, ensuring the best possible

outcome. You'll measure and gather feedback from your stakeholders to continuously improve what you do.

### Be genuine

- You'll care about delivering quality product and being responsible for how and when it gets delivered.

### Key skills and attributes

- Relevant educational background:
  - Minimum bachelor's degree, ideally MBA level or qualified to master's degree standard
  - Certified and experienced in software engineering project management standards and methodologies
- 2-3 years working experience in with SaaS technology or consulting company
- Problem solving skills
- Analytical skills
- Financial modelling skills
- Communication skills
- Strong team playing and collaboration skills
- Professional attitude and presence
- Fast learner and big ambition for the future
- Hard worker, willing to go the extra mile
- Trustworthy - delivers on all commitments and on time