



Technicolor is home to creative technology professionals committed to the creation, management and delivery of entertainment content to consumers around the world. If you are passionate about excellence and innovation, we invite you to come and see us.

You too can be a part of our winning team!

Technicolor Edegem is the world leader in gateway devices and multiple-play applications. We develop state-of-the-art technology for our wide range of connected home products.

We are currently looking for a

Managed Software Services Product Manager

Job Purpose

- Technicolor's strategy is focused on servicing the Media & Entertainment industry and benefitting from market leading positions across its segments which are: Technology, Entertainments Services and Connected Home. Technicolor is focused on creating, managing and delivering content. Delivering includes providing consumer premises equipment's (CPEs) and managed software services to network service providers like Proximus, Voo, Telstra, Comcast, Telecom Italy or Telia so that content can be delivered to their subscribers' homes in electronic format and consumed into the digital home of the future.
- This activity is carried out by the Technicolor **Connected Home (CH)** Business Division, which has a yearly turnover of more than 3 billion euros. The Connected Home Business Division has several Product Development Units comprising of Cable Broadband, Telco Broadband, Set Top Boxes, Next-Gen Gateways, OTT Devices and **Managed Software Services (MSS)**. The division has a regional customer focus. The newly created Managed Software Services product development unit is leading innovative operators to new services above and beyond the default quadruple play offerings, with value propositions built on optimizing Total Cost of Ownership and enhancing User Experience. The portfolio consists of services that are offered in all kinds of access markets whether xDSL, Cable, Fibre and/or LTE as well as the connected devices that come with it.
- Currently the MSS product line team is comprised of 1 person, the Director of Managed Software Services product line.
- We are currently looking to extend the team with a Product Manager responsible for a subset of the Managed Software Services product line.

Job Responsibilities

- You reside in the Managed Software Service PDU within the CH Division. You will be assigned to the Managed Software Services product development unit.
- You are responsible for defining and managing the strategy and solutions of the MSS PDU as well as ensuring a proper management of the portfolio of products.
- You decide within the portfolio to develop new products either based on market evolutions. When the product has been fully defined and decision to start development has been granted you take over to initiate the developments and bring the product to mass production.
- The portfolio offered covers a subset of the Managed Software Services on a WW basis.

- You will be responsible for the definition of new products in your portfolio until the concept phase is over.
- You lead the concept team during that phase.
- You will be responsible for running market studies, defining the product roadmap and strategy, deciding and recommending to the management which products to put on the market in its segment.
- You will use customer visits, market and technology trends, strategy and input from regions to determine the generic products.
- For this you will be conducting quarterly strategy reviews to assess the profitability of your portfolio and the strategy to be followed and decisions to be taken for your portfolio.
- The function will be responsible determining product features in cooperation with the regions, engineering, customers and partners, and supporting the sales team in its pre-sales effort.
- You will define the general pricing guidelines and customization framework for the regions.
- You will be responsible for the Gross Margin Contribution of your portfolio as well as the cost of your products.
- You are responsible for setting the Target Product Costs for your product portfolio.
- You ensure proper alignment with the regions to maintain a positive business plan for your product and find champions to introduce your product to customers.
- You will be supporting the regions for its key accounts where needed.
- You will produce necessary sales trainings and documentations associated with your product (datasheets, roadmaps, launch kits, commercial and marketing pitches).
- You need to promote your product to the internal and external stakeholders.
- You will contribute to differentiating the Connected Home product portfolio by defining new innovative products and features as well as writing white papers, pitches etc.
- You represent the vision of the Connected Home Business Division and its customers towards the broader Technicolor organization.
- The job entails frequent interaction with Engineering, Product Development Unit and Business Division management teams based in Belgium, Israel, India, France and the United States.
- The job is based in the Belgium, with frequent international travel and customer visits.
- You are a team player who interacts easily with the different layers of the company's management.
- You are able to bond quickly and are capable of managing conflicting priorities successfully to reach the company goals
- You will be part of the BVS team and report to the Director of Managed Software Services product line.

Education

- Master degree
- Degree in Civil Engineering or Industrial Engineering in Computer Sciences/Electronics or equivalent is a plus
- MBA is a strong added-value

Experience

- You have proven background in product management, marketing functions or similar

- You have experience in the software service sales is an added value
- You have proven experience in complex technological software projects
- You have proven background in Cloud Technologies is a plus
- You are familiar with Agile development techniques
- You have proven experience in Customer Management / Interactions is a must

Commercial Skills

- Your main drive is to deliver differentiating solutions to the customer.
- You must have the necessary presentation skills.
- You must be able to give a compelling presentation to customers both in oral and written form (ppt or alike).
- You must be able to build business models.
- The ideal candidate is an experienced business developer.
- You must be able to make the customer dream about the Technicolor Connected Home Solutions and persuade them to buy our products and services in the portfolio today.
- You have good negotiation skills.
- Each customer problem needs to be solved and is an opportunity to do better.
- You must be able to present and defend vision to Sales and Customer.

Recommended Technical Knowledge

- Preferably have a solid background in Telecommunications
- Knowledge of Wi-Fi is a strong plus
- Knowledge about home networking topologies and associated equipment is a must
- Affinity with latest technological developments
- Affinity with / interest in evolution towards the Digital Home
- Experience in chipset and hardware architecture is a plus
- Broad view on Software technologies is required
- Software Architecture, Networking, Databases, ...

Management Skills

- You must be able to motivate and guide/steer a virtual multidisciplinary team
- Inspiring : must be able to inspire the teams
- Marketing experience in a Technological Environment is a must

Personality traits

- Communicative
- Transparent
- Team player but being able to work independently

- Analytic
- Diligent
- Leadership skills
- Flexible
- Dynamic / Energetic
- Creative / Innovative
- Customer focused / Empathic
- Able to cope with short deadlines
- Stress resistant
- Multitasking
- Helicopter view but willing and able to go into the details

Key competences

- Strategic thinking
- Solution oriented
- Leadership
- Presentation Skills
- Team Player

Language

- Fluent English is mandatory
- Dutch is a plus.)

Location

Edegem (Antwerp), Belgium

Department: Connected Home, PDU Telco Broadband, Architecture

Our offer

We offer a competitive package including fringe benefits such as a company car, free DSL connection, meal vouchers, hospitalization and group insurance together with career opportunities in a highly advanced technological and innovative environment.

Flexible working helps you manage your work-life balance. Next to the 20 days of statutory annual leave and the public bank holidays, you are entitled to 8,5 days extra from the reduction of working hours. Using our flex time system could allow you to 7,5 days more holidays and after each 5 years of uninterrupted service for Technicolor, you get an extra seniority holiday.

As innovative player, we encourage personal evolution. Collaboration will help you discover new opportunities and new working methods. Furthermore, if needed for you to grow and develop your potential we offer training.

Apply to this position

Technicolor Delivery Technologies Belgium

HR Department

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