

Product Manager - DataShare - UK (London)

Validis is a young, dynamic fintech company with an innovative platform for the SME finance and accounting sector, we are the revolutionary and industry-first financial data transmission software, that's empowering global accountancy firms, financial institutions and commercial businesses. The growth potential is enormous and we are looking for passionate people to help bring our growth story to life.

The purpose of this role is to own, lead and manage the commercial development of the core Validis product platform - DataShare. You will be responsible for all aspects of the product lifecycle (from inception to specification, development, testing, roll-out and in-life management).

You will be the main interface for all key stakeholders and teams that are involved in the product lifecycle – customers, sales, commercial, development, testing, support, legal, finance.

Role Objectives

You will provide leadership and ownership of the core product portfolio.

This includes the following key areas:

- responsibility for the development, launch and ongoing delivery of successful market-led propositions on the DataShare platform
- acting as an evangelist for the product portfolio – ensuring that all stakeholders across the business are informed of progress and developments.
- being the catalyst that drives enhancements and propositions into the portfolio. These will be dictated by several factors including new customer requirements, evolving market dynamics, technological advances, competitor activity;

Role Accountabilities

The Product Management role necessarily spans a number of key areas and core responsibilities. These include:

Commercial Product Management

- Reporting: on product performance
- Market Analysis: understanding the landscape and significant trends within Validis' core markets
- Competitor Analysis: keeping abreast of competitor strengths, strategies and trajectories
- Customer Insight: building and maintaining a deep understanding of customer drivers, anxieties and behaviours and interpreting these into product development priorities
- Business case management: architecting, costing and presenting clearly worked, well-founded business cases for all major development and go-to-market requests
- Product Definition: ensuring that there is always an up-to-date, correct and accessible Product Definition document for every product
- Product Pricing: working with sales management and finance to ensure that all product pricing is correctly set and managed
- Terms & Conditions (T&Cs): ensuring that all required T&Cs are provided with each product so that Validis always adheres to its legal and compliance responsibilities.

Product Development

- Product Roadmap: building, maintaining and owning the future product roadmap and its prioritisation process
- Development specification: translating customer, competitor, technology and general market trends into clearly articulated Product Requirements Documents (PRDs) for the development team
- Product Roll Out: acting as the business and customer champion to ensure that all key stakeholders are informed and updated on new product and new feature developments, their release timeframes and their market impacts.

Project Management

- Managing discrete projects from time to time to support the sales teams with key customer projects
- Building Proof of Concept (PoC) and similar project documentation where appropriate
- Creating short-term project plans
- Managing customer projects and all stakeholders to ensure that the project is driven to successful conclusion
- Project managing major product and feature roll-outs

Go-to-market Management

- Responsibility for ensuring seamless product launches
- Ensuring all key internal documentation is prepared, checked and disseminated to the relevant teams in time for launch
- Ensuring that customer facing documentation is created, checked for accuracy and legal compliance and shared with the sales teams
- Ensuring that all relevant sales and customer facing teams are adequately trained in any new products or product features prior to launch
- Managing product launches (including alpha/beta and full roll outs)
- Sales Support
- Providing the sales and commercial teams with ongoing support
- Feeding back customer and market trends into development requirements
- Relationship Management
- Proactively build and develop strategic relationships with both internal and external stakeholders.

Key Performance Indicators

1. Product Revenues v forecasts/targets
2. Timely delivery of project deliverables against agreed timelines
3. Active management of the Product Roadmap
4. Number of product innovations proposed and substantiated

Product Management Experience

- Experience overseeing full lifecycle software and Software as a Service (SaaS) products
- Experience of managing customer requirements and expectations
- Market experience of having built product business cases and commercial justifications
- Experience of having launched new products into mature markets
- Strong understanding of the full project life-cycle from idea creation to implementation and in-life management
- Broad understanding of product development best practice approaches

Personal Attributes

- Constantly inquisitive
- Unparalleled communication skills
- Able to quickly understand and articulate complex issues in straightforward ways
- Confident and assured with senior stakeholders and technical development teams
- Comfortable in front of customers and partners
- Commercially astute
- High levels of enthusiasm and drive
- "A monomaniac on a mission"