

Product Manager

ABOUT US

geo is creating a sustainable future where homes automatically and seamlessly manage their overall consumption and carbon footprint. In addition to providing management and optimisation systems and data analysis for solar, EVs, batteries and home heating, the company is a leading supplier of in-home displays to the UK Smart Metering programme.

We're focussed on bringing net zero forward with our ground-breaking home energy management system - SeeZero. We've deployed more than 8.5 million devices to date, saving an estimated 7.5 billion kilowatt hours as a result, and the introduction of SeeZero will see that number multiply.

We have a stunning, spacious office on the outskirts of Cambridge. With a flexible approach to working, we offer hybrid working as standard and remote working for those who would prefer to work primarily from home.

THE OPPORTUNITY

The Product Manager is a key individual within the geo organisation, who identifies and acts as the internal champion for our customer's product needs and who ensures the products we design meet with geo's overall business strategy.

You will provide the vital link between our customer facing and technical teams (e.g. sales, marketing, engineering and project management). To do that, you'll need to clearly articulate customer use cases, the requirements they drive and to then explain why geo should be able to lead the field with its response to the relevant teams. You'll also play a key role in helping geo to specify and build the right product and/or service, checking that the target design meets the customer demand and achieves the commercial needs of the business.

The role will work closely with the Commercial and Marketing teams to define and support external messaging and provide content and product collateral where necessary.

Management Responsibilities:

- Responsible for identifying, developing, delivering, and maintaining geo's (& ONZO's) Software and Hardware products and services, ensuring that market and commercial opportunities are maximised through device, data and digital applications.
- All Products or Services, both new or existing, must be developed or maintained through the lens of the end customer need.

- Take a central role, liaising across the business to ensure that the relevant internal teams have the necessary product related details, in order to plan and remain on schedule for delivery and to allow the wider business to prioritise resources appropriately.
- Will track industry trends and the evolution of technology in the provision of smart energy data services and associated devices in the UK and Europe in the short term and looking across to the North American market in the medium term and use that analysis to support geo's development roadmap.

Key tasks

- Understand and articulate the commercial value of the products and services they manage, including developing business cases for each product (in conjunction with geo's Commercial and Finance teams) and establishing clear return on investment models for each one.
- Develop product 'asks' and use them to guide design and development efforts within the business.
- Maintain product specifications and support device certification testing.
- Work with geo's production team and the factory to ensure the devices geo produces meet customer timelines and requirements.
- Act as an authority on the User Experience delivered by geo's solutions and services.
- Continually review the opportunities to create valuable new customer insights from geo's new & existing data sets.
- Oversee and champion the Customer Experience and respond to customer feedback as and where necessary.
- Manage products and services from New Product Introduction through to End of Life.

ABOUT YOU

Experience in the following areas:

- Has both Device and Software product development experience and has experience of integrating both within a finished product.
- Has the depth and breadth of knowledge, both within geo's product sphere, but equally with a full understanding of the wider energy market (including legislation, competition, technical developments) necessary to represent the geo organisation appropriately at external events and forums

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- Is articulate, engaging, and has the ability to describe complex and technical subjects in a manner that makes it understandable for all.
- Has a 'Start Up' can do, pragmatic approach to the way they go about their business and is versed in agile product development processes.
- Is able to identify business opportunities from details presented (both written and verbal) and has the commercial awareness and understanding to use this insight to the benefit of the geo organisation.
- Has managed volume IoT products in the field.

Key skills:

- Experience working in the energy, smart home or cellular service sectors.
- Passion for sustainable impact, enabling net zero and alleviating poverty.

WHAT WE CAN OFFER YOU

We offer the chance to work with talented and passionate people who genuinely care about each other and respect everyone's role across team and ability. We push for a transparent, supportive environment where you can be comfortable to bring your authentic self to work every day.

Well-being is a big focus at geo and we are continually evolving how we can support our people. We encourage a healthy work/life balance and host a range of well-being activities, initiatives and sessions to support both mental and physical health.

We offer a competitive salary and benefits package, which includes a profit share scheme, 8% contributory pension, 25 days' holiday plus holiday purchase scheme, life assurance, private healthcare, flexible working hours, enhanced maternity/paternity package, paid volunteer leave, support with relocation, a Cycle to Work scheme and social events.