Senior Product Developer (IoT)

Job Description: Reporting directly to the Head of Product Development the Product Developer Manager (PD) will be responsible for defining IoT products (product design, requirements definition, product development and deployment) and driving business outcomes (customer success, revenue growth, profitability) with well-formulated propositions and product strategies for assigned customer segments and/or horizontal product categories. The PD will be responsible for the full product lifecycle – from inception through retirement - driving cross-functional teams to achieve commercial, technical, and operational/support readiness across all phases.

Job Main Accountabilities:

- Develop a deep understanding of Octo's target customer segments, product portfolio, business models, and strategic/portfolio priorities; align business cases, product investments, and roadmaps to best-deliver Octo's strategic and growth objectives
- Define compelling value propositions and underlying product requirements based on market assessment, customer needs discovery sessions, and customer feedback loops
- Own the business case for product investment opportunities – clearly define the proposition; partner with sales, finance, and technology to validate revenue projections, cost estimates, and ROI
- Set clear goals and prioritize requirements to align roadmaps and release plans in collaboration with the broader product developers team and technology colleagues
- Define clear technical requirements for the development of new product or features and asses the technical development plan.
- Establish product KPIs and clear acceptance criteria; partner with technology colleagues to ensure criteria are tested and validated, and that KPIs are passively measurable prior to product release
- Manage the product lifecycle end-to-end to drive commercial, technical, and operational/support readiness across all phases, with special emphasis on product launch readiness
- Partner with Marketing and Sales colleagues to ensure product collateral, sales enablement, and customer on-boarding/support processes are in-place prior to product launch/release
- Support continuous improvement efforts focused on Product Management effectiveness and cross-functional collaboration throughout the Product Lifecycle – including process development, internal tooling deployment & adoption, and Product Management methodologies/frameworks

Professional requirements:

- Bachelor's degree in Engineering, Information technology, IOT or Telematics Required
- 3+ years' experience in product management with IOT, remote monitoring, home automation, telematics-based solutions
- Tenured Product Manager w/deep expertise in modern Product Management approaches
- Job experience in international team with people located in different countries
- Strong communication skills w/ ability to collaborate across all functions and at all levels
- Critical thinking, analytical, and decision-making skills; bias for action
- Leadership strength – ability to influence and align teams without direct authority

Languages: English fluent, Italian is a plus.

National and international travel.

Place of work: London (UK) or Rome (Italy) - Hybrid

OR

- 3+ years' experience in product management with connected car, vehicle diagnostic or automotive telematics solutions (for CONNECTED CAR PD)