

Role Summary / Purpose

The Connected Data & Analytics Product Manager will be responsible for defining and driving business outcomes (customer success, revenue growth, & profitability) with well-formulated value propositions and product strategies for assigned customer segments and/or horizontal product categories linked to Data Monetization & Connected Analytics. The Product Manager will be responsible for the full product lifecycle of data driven analytics – from inception through retirement - driving cross-functional teams to achieve development, commercial, technical, and operational / support readiness across all phases.

In this position you will collaborate with the Technical, Platform, Product and Sales teams and implement innovative high-quality solutions, participate in Sales discovery and various pursuits focused on our clients' business needs. The position favors a creative, skilled communicator who approaches problems analytically and with intellectual rigor.

This position reports to the VP - Global Head of Data & Analytics.

Essential Responsibilities:

- Develop a deep understanding of Octo's target customer segments, product portfolio, business models, and strategic priorities; align business cases, product investments, and roadmaps to best-deliver Octo's strategic and growth objectives in terms of connected vehicles and IoT Analytics.
- 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 value 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 Management team and Technology stakeholders.
- 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 development lifecycle end-to-end to drive commercial, technical, and operational / support readiness across all phases, with special emphasis on product launch readiness.
- Demonstrate consistent innovation at the product level; drive continued improvement (feature enhancements, ease of use, etc.) to continually improve product performance and customer satisfaction.
- Partner with Product Management, Marketing, Sales, and CVM 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.
- Performs other related duties as required.

Qualifications / Requirements:

- BA/BS in Applied Mathematics, Statistics, Data Science / ML or related technical discipline from an accredited university or college.
- 6+ years' experience solving business problems with telematics-based solutions, preferably connected vehicles, connected IoT and/or data driven analytics
- 3-5 years' work experience within personal lines and commercial lines insurance
- 3-5 years' experience working with SQL, Python, R and/or Spark
- Applied experience in delivering insight via data visualization and providing recommendations based on analysis
- Strong written, oral and presentations skills with demonstrated experience communicating information to executive management, prospects, clients and public groups
- Sound knowledge and experience with analytic product lifecycle
- Managerial experience applying analytical thinking and problem-solving skills
- Must be fluent in English

Desired Characteristics

- MBA or Master of Science in quantitative field of study
- Experience working in a high-level collaborative environment and promoting a teamwork mentality
- Able to function in a complex, agile, fast-moving, cross-functional workplace and adapt to the changing environment.
- Excellent time management and organizational skills and experience establishing guidelines in these areas for others
- Strong internal and external customer service focus, with a genuine desire to assist others
- Ability to energize and lead in complex, matrix, goal-driven organizations
- Excellent collaboration, influencing, project management, organizational and change agent skills
- Capable of handling multiple issues and/or projects simultaneously and executing to completion
- Developed (oral and written) communication and diplomacy skill set with the ability to influence others by presenting sound and logical arguments tailored to the audience
- Strong analytical and problem-solving skills; ability to assess situations make judgments based on practice or previous experience
- Extensive technical knowledge of engineering and product development.
- Strong sense of personal accountability

Location

The preferred location for this role is in our Boston Office. Other east coast (US) remote locations will be considered.

Additional Eligibility Requirement

Octo Telematics N.A. will only employ those who are legally authorized to work in the United States for this opening. Any offer of employment is conditioned upon the successful completion of a background investigation.

Benefits

Because our people are our greatest assets, we also offer competitive benefits that include:

At Octo Telematics N.A, we realize diverse teams make smarter decisions, deliver better results, and build stronger communities. We're an organization that champions diversity and inclusion at every rung of the ladder and are proud to be an equal opportunity workplace.

100% Company paid premiums for Health, Dental, Vision, Short- and Long-Term Disability, Life Insurance, and AD&D Insurance.

Generous Paid Time off policy

Paid Holidays

401(k) Plan

Flexible Spending Accounts

Is relocation for this position offered: No

Number of Job Openings: 1

About Octo Telematics North America

Octo is the #1 global provider of telematics and data analytics solutions for the auto insurance industry. Founded in 2002, we invented the insurance telematics industry. Today, we are the largest and most experienced insurance telematics company in the world, providing actionable intelligence to 100+ industry partners.

Octo delivers end-to-end benefits across the insurance value chain, from pricing support, crash alerts and reconstruction to web portals for customer engagement. We also work across the entire device spectrum from smartphone apps and aftermarket devices to connected cars, and our machine learning algorithms are perfectly placed to support the move towards autonomous vehicles.

Octo Telematics N.A offers a great work environment, professional development, challenging careers, and competitive compensation.

Octo Telematics N.A. is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law.

Octo Telematics N.A is NOT accepting unsolicited assistance from search firms. All resumes submitted by search firms to any employee of Octo Telematics N.A in any fashion without a valid written search agreement in place will be deemed the sole property of Octo Telematics N.A. No fee will be paid if a candidate is hired by Octo Telematics N.A based upon an unsolicited referral.