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# Senior Product Manager

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| Advertised Job Title: | Senior Product Manager |
| Job Reference: | 80726 |
| Relocation Assistance: | Will be provided to the successful candidate if required. |
| Applications Are Open To: | Australian/New Zealand Citizens and Australian Permanent Residents Only |
| Percentage of Client Focus - Internal: | 30% |
| Percentage of Client Focus - External: | 70% |
| Reports to: | Head of Product, Data61 |
| Number of Direct Reports: | 0 |
| Functional Area & Delegation: | Research Projects, delegation rank 3 |
| CSOF | 7 |
| Name and Contact Details For Applicant Enquiries: | Marie Truelove, Head of Product, CSIRO Data61  [Marie Truelove@data61.csiro.au](mailto:Marie.Truelove@data61.csiro.au) |
| Contact Details for Applying | Call 1300 984 220 or email [careers.online@csiro.au](mailto:careers.online@csiro.au) |
| How to Apply: | Please apply online at [jobs.csiro.au](https://jobs.csiro.au/) and enter the requisition number. Internal applicants please apply via ‘Jobs Central’ in SAP (click ‘Recruitment’) |

### Role Overview

Product Managers will use their broad range of skills, tech/domain knowledge and networks to identify high-value market/customer problems in areas of strategic importance to Data61, and develop product strategies and roadmaps for selected opportunities. In areas where Data61 prioritises investment in product/platform development, Product Managers will work closely with development and research teams in order to develop/pilot Minimum Viable Product (MVPs) or achieve any other outcomes that support the relevant commercial strategy.

This role requires talented and experienced product managers with a passion for understanding users, a deep understanding of the technology sector and a strong track record of translating market needs into real solutions. The ability to influence teams and build strong relationships with a wide range of internal and external stakeholders will be critical for the role.

The Senior Product Manager works in partnership with science and technology program leads to develop portfolio and product strategy and productise innovations in a variety of domains. Their influence and skills are used to affect change and drive strategy and decisions at a senior level. Considered leaders in their field they actively promote and coach product thinking as a way of establishing tangible visions and driving business outcomes.

**Key responsibilities:**

* As a senior member of the product team, develop and execute product strategy in partnership with science and technology counterparts
  + Undertake market and competitor analysis in areas of strategic importance to Data61 and CSIRO to identify opportunities
  + Lead (in collaboration with science/tech lead) the development of strategic vision, objectives, roadmap and business model needed to bring our research to life.
  + Identifying what needs to be true to succeed and outline a plan to achieve given constraints
  + Clearly communicate product strategy to all stakeholders to align on roadmap
  + Undertake (and/or collaborate with Design/UX) to perform customer discovery and synthesis, and facilitate validation exercises (i.e. Design Sprints) so that customer problems/opportunities can be clearly articulated.
  + Translate customer problems/opportunities into requirements/features
  + Collaborate with engineering, Design/UX, and research teams to develop product outcomes.
  + Collaborate with business development and commercialisation to validate the business model and go-to-market strategy with customers / partners to achieve financial viability.
* Event engagement & speaking to promote your product and/or Data61
* Build collaborative relationships and influence
  + Manage complex relationships with internal and external stakeholders.
  + Champion the product management capability across CSIRO
  + Build deep trust based and collegial relationships across Data61 to encourage collaboration
* Product leadership and advisory
  + Coaching and mentoring product team members
  + Anticipate and manage significant issues, often in ambiguous situations, by evaluating and interpreting complex information and developing creative solutions and contingencies
  + Provide advisory and coaching across the business on product thinking and validation methodologies.
  + Maintain awareness of best practices in product and innovation and contribute to improving templates and processes and knowledge sharing.
* Communicate openly, effectively and respectfully with all staff, clients and suppliers in the interests of good business practice, collaboration and enhancement of CSIRO’s reputation.
* Adhere to the spirit and practice of CSIRO’s Code of Conduct, Health, Safety and Environment plans and policies, Diversity initiatives and Zero Harm goals.
* Other duties as directed.

### Competencies:

1. **Teamwork and Collaboration:** Cooperates with others to achieve organisational objectives and may share team resources in order to do this. Collaborates with other teams as well as industry colleagues.
2. **Influence and Communication:** Identifies critical stakeholders and influences them via an influential third party, for example through an established network, to gain support for sometimes contentious, proposals/ideas
3. **Resource Management/Leadership:** Provides leadership that fosters an environment that encourages new ideas and provides support for the development of emerging skills. Creates trust by displaying consistency, understanding, integrity and patience. Plans, seeks, allocates and monitors resources to achieve outcomes.
4. **Judgement and Problem Solving:** Anticipates and manages problems in ambiguous situations. Develops and selects an appropriate course of action and provides for contingencies. Evaluates, interprets and integrates complex bodies of information and draws logical conclusions, synthesises proposals and defends options with reasoned arguments.
5. **Independence:** Assesses the risk and opportunity of identified strategies, options and actions. Overcomes problems and setbacks in achieving goals. Invariably includes consideration of value-added future impact on bottom line when determining the optimal and efficient use of resources.
6. **Adaptability:** Demonstrates flexibility in thinking and adapts to and manages the increasing rate of organisational change by adjusting strategies, goals and priorities.

**Essential Criteria:**

*Under CSIRO policy only those who meet all essential criteria can be appointed.*

To be appointed you will have:

1. A university degree plus at least eight years’ experience in product management, with a demonstrated track record of taking ideas from concept to market to achieve business outcomes and solve customer problems in a range of complex product areas.
2. Proven success leading product vision and strategy in cross-functional teams including designers, engineers, architects, communications, legal and business development.
3. Experience in creating new innovative products from the ground-up, from concept to market success achieving significant impact.
4. Experience with commercialisation pathways including investment options for early-stage research and technologies.
5. Growth mindset.
6. Passion for solving real world problems with science and technology.
7. A bias towards action / getting things done with high self-motivation and ability to work in a large matrix organisation.
8. Outstanding written and oral communication skills with technical and non-technical audiences.
9. Proven ability to influence cross-functional teams to build alignment and achieve outcomes.
10. Demonstrated ability to engage with a broad range of external and internal stakeholders in complex environments to build alignment on vision and direction.
11. Ability to manage periods of change, uncertainty and conflict.
12. Demonstrable product marketing experience.

Desirable Criteria:

1. Managed a product portfolio or complex product.
2. Held a senior product position with people leadership.
3. Experience in establishing a new product function in an organisation.
4. Masters of Business Administration (MBA).
5. Product management experience in a start-up organisation.

### Special Requirements:

Appointment to this role may be subject to conditions including security/national police/medical/character clearance requirements.