

Product Manager Cyber Security – France, Paris.

About Marlink

Marlink is a world leading satellite communications provider operating worldwide, enjoying a large and diversified customer base of circa 20,000 vessels, of which over 8,000 are equipped with the latest broadband technology VSAT, and 1,500 sites on Land.

Beyond connectivity, Marlink provides a full range of digital solutions addressing customers' needs in all market segments (transportation, cruise, yachting, energy, NGOs, …) with services around IT, Cyber Security, IoT, Cloud & SD-WAN, network management, telemedicine, and welfare to help customers to run their remote operations in ever smarter, more profitable, and sustainable ways.

Today Marlink has a presence in more than 30 countries and employs over 1,400 people, with annual revenues exceeding $650 million.

Mission

Prompted by new business opportunities and helped by more abundant bandwidth, cyber threats have recently increased significantly in all industries Marlink is delivering its services. For these reasons, as well as stricter regulatory requirements, Marlink has accelerated the upgrade and expansion of its cyber security solution portfolio to better defend their customers' assets against more and more sophisticated attacks.

Marlink is looking for a Product Manager to strengthen Marlink's Cyber Security product team. The manager will be in charge of a portfolio of existing and future services to be distributed through the Digital business unit and other business divisions of Marlink: Maritime, Enterprise & Energy, Yachting & Cruise, Bridge Electronics. The mission will encompass the coordination of projects in co-creation with key partners and industrial actors. Beyond its traditional communication business, Marlink is looking to become a connectivity agnostic MSSP in its core market segments.

The role requires strong commercial & product management skills, a solid technical background in cyber security technologies, experiences around cyber security professional services but also good understanding of operational challenges and excellent communication skills.

In her/his position the Product Manager will liaise with management, product owners, sales, legal, etc…

Role & Responsibilities

The manager's main activities will be to:

- Acquire market knowledge around the satellite industry.
- Acquire product & market knowledge on the Marlink business, its product portfolio, and its cyber security suite.
- Bring personal ideas and market best practices to accelerate Marlink MSSP transformation.

- Identify services to complement existing products to match customers' specific requirements and create end-to-end solutions.
- Define overall commercial strategy to expand Marlink's technology footprint to new strategic partners.
- Work on competition analysis, go-to-market strategy, define product pricing, legal terms, and communication plans.
- Build and validate business cases and pricing models (hardware, products, professional services)
- Win supporters contributing to the success of own portfolio (management, sales, pre-sales, engineering, delivery, customer support, …)
- Define sales targets and annual budget for own portfolio domain.
- Support pre-sales & sales forces during qualification and on-boarding of the customer projects.
- Deliver professional documentation for sales & pre-sales teams (description, FAQ, etc) as well as for customers (manuals, brochures, etc)
- Communicate effectively and regularly on roadmap / progress, issues & challenges with a solution-driven approach to overcome them.
- Monitor product/services revenues and profitability.

Profile

Education / Qualification

- University master or similar degrees.
- Professional records in product / program management.
- Solid comprehension of network & endpoint security, detection, SOC, remediation services.
- Solid commercial skills.
- Proven working experience in an international environment and transnational organizations.
- Fluent in English written and spoken.

Personal Qualities / Attitude / Competences

- Team-player, trustful and reliable.
- Passionate by technology and innovations, driven by technical & commercial disruptive challenges.
- Self-motivated, creative with a high-level of energy, excellent interpersonal, organizational, communication skills
- Ability to structure complex information, plan, prioritize, delegate tasks, and focus on deliverables.
- Excellent analytical, problem-solving abilities, and result-focused with ability to work under strong pressure.
- Ability to drive teammates with various background and level of seniority, and geographically distributed.
- Structured and persistent, with the drive to create and continuously improve agile processes.

Our Commitment

In addition to implementing the ten principles of the UN Global Compact, we have also signed and committed to follow the principles of the Women's Empowerment Principles (WEPS). We believe that promoting gender equality in the workplace is an important part of our corporate social responsibility and a key to sustainable economic growth. We actively work to ensure equal opportunities in all aspects of our business, including recruitment, training and development, as well as leadership and career opportunities. Through our approach to ESG and WEPS, Marlink takes responsibility for promoting a fair and inclusive workplace and society.

We offer:

- Flexible hybrid work situation with home office option
- Marlink Training Academy for professional and personal development
- International mobility
- Equal opportunities employer
- Cultural diversity
- Attractive working environment in an international telecommunication company
- Employee social events

Interested?

Please send your motivation letter & CV with the reference "Product Manager Cyber Security – HR-FRANCE 0060"

WE SUPPORT UN GLOBAL COMPACT

In support of WOMEN'S EMPOWERMENT PRINCIPLES
Established by UN Women and the UN Global Compact Office