



Are you extraordinary?

Are you always looking ahead, seizing opportunities and creating a better future?
If this describes you keep reading.

A Digicel employee is responsive, agile and caring. We push boundaries and are uncomfortable being comfortable. We question norms and we put our ideas into action. We care about our customers and we show it. That's why 11 million customers worldwide including Bermuda choose and trust Digicel.

We are seeking an extraordinary Commercial Product Manager

Reporting to the Commercial Director, the Commercial Product Manager will be an integral part of our Commercial Department, responsible for driving revenue through the commercial management of Digicel Bermuda's products portfolio.

Responsibilities include but not limited to:

- Proactively analyze revenue, usage and customer trends, market insights and competitor portfolio
- Manage the development cycle to bring new products to market on time and to budget
- Develop full take-to-market plans to ensure product revenues are maximized
- Ongoing product management in terms of continuously improving the customer experience and revenue
- Define product vision, champion new ideas and promote current products to align with the company's growth strategy and commercial plans
- Use the department's strategic roadmap to develop project plans to support the rollout of new offerings; provide technical solutions, internal/external resource requirements and ROI analysis for each offering
- Maintenance and ongoing improvement / development of all core products in portfolio
- Track the status (usage / performance) of existing products and new product developments across the portfolio and report on this weekly and monthly
- Liaise closely with IT and technical departments to ensure timely and accurate delivery of services statistics and KPIs for both reporting and product management purposes
- Review competitive products and services and advise on competitive positioning relative to Digicel's offering
- Develop business cases and pricing with finance department
- Work with the Commercial Director on budget preparation and track expenditures, ensuring that budget to actual figures remain on target
- Preparation of weekly Management reports and monthly Board reports
- Administer the handset testing process which includes but is not limited to receipt & logging of phones received for testing or coordinating the testing procedure, ensuring movement of handsets to ensure adequate number of persons test and compiling final report and submitting to Sales & Distribution Manager

The successful candidate will possess:

- University degree in a relevant area (Information Technology; Business Management or Marketing)
- At least three years and ideally five years' experience in the Mobile Telecommunications sector with demonstrated expertise in mobile products or financial/business support analysis
- Experience of Telecommunications pricing and business casing
- Experience of being accountable for revenue lines in a Telecommunications business
- High degree of analytical and commercial understanding in a Telecommunications environment
- Strong written and verbal communication skills, particularly the ability to write proposals and prepare presentations and prepare business cases
- Results orientated and competitive
- Comfortable with dealing with all levels of management
- Highly motivated, self-starting with a proactive approach
- Attention to detail; ability to manage multiple priorities and to manage against multiple deadlines
- Telecommunications Technology understanding

To confidentially apply for this excellent opportunity, please contact:

LaKeitha Cunningham – hr.bermuda@digicelgroup.com

Closing date for applications: August 7, 2014