

Senior Product Manager

Company Overview

OXIS Energy is a world-leading developer of next-generation batteries based on Lithium Sulfur (Li-S) chemistry, which has the potential to revolutionise the battery technology market. OXIS' cells offer four to five times the energy density of the current Li-ion technology and are therefore attractive for a diverse range of applications and markets such as aviation and aerospace, heavy electric vehicles and defence.

The OXIS team has grown rapidly and currently works with numerous prestigious partners, both in the UK and internationally. We have a supportive culture and a dynamic and friendly working environment where everyone is committed to innovation and excellence.

As part of the Company's progression from research and development to full commercialisation, we now have an exciting opportunity for a Senior Product Manager to join our team and play a key role in shaping future product development.

Reporting to the Chief Executive Officer, the successful applicant will be responsible for developing long term product strategies, driving product management integration activities and ensuring that the OXIS product roadmap is effectively managed, delivered on and meets our customers' needs.

The successful candidate will be able to demonstrate a solid track record of achievements in a product development role and will ideally have experience in global technical markets such as aerospace, aviation, automotive and/or defence.

The role is based at our head office in Culham, within a technical business park in the beautiful Oxfordshire countryside. In addition, the successful candidate will need to be willing to travel throughout the UK, Europe and beyond to attend client meetings as necessary. European language skills would be an advantage.

Main Responsibilities:

The successful candidate will be responsible for the following activities:

- drive all necessary product management integration activities, in order to define and establish a solid base for future product management;
- product roadmaps, new product introduction (NPI) and long-term product strategies;
- develop products by identifying potential products; conducting market research; generating product requirements; determining specifications, production timetables, pricing and time-integrated plans for product introduction;
- develop product marketing strategies; ensuring that all marketing material is kept up to date;
- analyse the market, the competition and trends to ensure that OXIS products are leading the market's needs and expectations. Use this insight to guide and drive the development of new products from initial phase to final product, to achieve the optimal combination of performance and price in time for the defined market segment. This will result in clear product specifications;
- act as "Customer Champion" for cell development and cathode / electrolyte development projects;
- work with Business Development, R&D, Production Development and Production(s) to establish realistic product release strategies and associated time schedules;
- develop and implement marketing activities for the products, including definition of the strategy and its alignment with key markets globally;

- P&L responsibility for the product, return on investment analysis, development of the business case to support new value creation. Determine product pricing by utilising market research data; reviewing production and sales costs; anticipating volume; costing special and customised orders;
- ensure Product release criteria are defined and met in time for product release. This includes:
 - Proven product quality / characterisation (datasheet release)
 - Regulatory/market specific testing
 - Warranty considerations
- ensure readiness for product release in terms of completion of appropriate deliverables (technical manual, costing/pricing/quoting materials, web site materials, bid support materials);
- provide information for management by preparing short-term and long-term product sales forecasts and special reports and analyses;
- profit and Loss (P&L) responsibility can be a key metric for evaluating product manager performance;
- effective control over shipment decisions to customers, when release criteria are not being met; and
- maintain professional and technical knowledge by attending educational workshops; review professional publications; establish personal networks; participate in professional societies.

Essential skills and experience

The successful candidate will be able to demonstrate:

- a minimum of 5 years' experience in a Product Management role, ideally with at least 2 years as a Senior Product Manager
- a degree level qualification in an engineering or scientific discipline (or equivalent level of knowledge)
- a high degree of commercial awareness
- a good understanding of the product lifecycle, from customer requirements through to production
- excellent technical knowledge in a relevant industry, e.g. aviation, aerospace and/or automotive (Knowledge of the battery cell manufacturing process would be an advantage)
- experience of market analysis and ability to translate this into business strategy and tactics
- experience of deriving technical specifications from commercial objectives and vice-versa
- experience of compiling technical/market reports and forecasts
- ability to operate autonomously and as part of a multi-disciplinary team
- ability to liaise with and influence multiple stakeholders (internal and external)
- excellent communication and presentation skills (oral and written)
- strong negotiation and influencing skills
- ability to manage and resolve conflict whilst maintaining strong relationships.

Candidates must live (or be willing to relocate to) within one hour's commuting distance of Abingdon, Oxfordshire. A driving licence is essential.

A competitive salary is on offer dependent on experience, plus excellent company benefits including 25 days holiday with additional holiday over the Christmas period, 5 paid carers' days, life assurance, contributory pension and private healthcare.

If you think you are the person we are looking for, please apply now!

We look forward to hearing from you.