

JOB DESCRIPTION	TITLE Solution Design Leader	REPORTS TO Head of SF	MEMBER OF
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PURPOSE OF THE JOB

To support and execute the business strategy for Smart Farming (SF) Cloud & App product delivery from continuously interactions with customers to develop and set the requirements which will be driving their success. Deliver revenue growth, profitability and market leadership in line with company strategy.



KEY ACCOUNTABILITIES

KPI's



1. Safety, health & Environment	Ensure the Solution Design activities do not cause undue environmental damage, put the workers' health and safety at risk and complies with applicable legislation, and company SHE norms and standards	Reported near misses per FTE Lost time injury frequency rate Severity ratio
2. Solution Design	Managing and prioritising the SF roadmap and identifying functionality to drive customer value and revenue. Working with the global sales and marketing teams on customer success strategies. Providing relevant content to the Digital Customer Education Manager to support development of training and support material for the markets (sales, resellers, end users).	EBITDA Cash conversion % Turnover Margin
3. Planning & control	Set up communications between (internal & external) stakeholders and engineers. Help to fill the communication gap between technical and non-technical specialists. Also, by collaborating with the project management team, cover the risks of product misalignment with stakeholder requirements and ensure that the solution fits the defined purpose.	
4. Processes, policies, procedures & systems	Assit in driving and continuously improve the NPD process, VOC, Competitive benchmarking.	
5. People & Organization	Ensure the global functions are effectively organized with talented, qualified and motivated staff in line with global HR policies and procedures	FTE Sales per FTE Avg salary per FTE Productivity

Key Responsibilities

- Driving continuous customer interaction in order to develop and set the requirements for the development team
- Ensure all relevant teams are executing in a timely and consequent manner keeping a close eye on managing the priorities
- Recommend brand / product strategy for the SF Cloud/Apps portfolio baed on customer input
- Formation and maintenance of low-level product enhancements
- Manage product lifecycle and new product introduction
- Participate on product development projects
- Document and communicate competitor analysis information.
- Collate and distribute market - and niche knowledge
- Maintain a key working relationship with the product managers, development team, global sales, operations and local marketing teams
- Monitor global category revenue performance versus budget and market share metrics
- Participate in global price setting and provide cost analysis.
- Work to continuously improve the performance of the product management function within the business, in line with strategic company goals
- Monitor performance of the SaaS / Mobile portfolio against competitors and report on and suggest recommendations around potential threats and changes in the marketplace
- Provide support for existing products, review complaints about product performance, packaging and literature
- Provide information for the implementation of appropriate product UIs and marketing material consistent with brand / product strategy
- Identify needs for strategic partners and make recommendations
- Technical support escalation contact for helpdesk teams, sales team, operations teams and channel partners. Collaborate with internal teams to prioritize and respond effectively to issues.
- Provide reports as required e.g. Weekly work in progress, monthly management report
- Provide input into the preparation of the SF Strategic and Business Plan
- Establish and maintain sound relationships with internal and external clients
- Report monthly on performance to Plans. Manage risks and recommend improvement actions where necessary

Person Specification

Experience and Qualifications:

- Bachelor's degree in Engineering, or related field
- Minimum of 10 years professional experience in Cloud PM software engineering, project management or Product development role
- Expertise in the specific farm segment (dairy, beef, swine, farm infrastructure)
- Good track record in people and process skills
- Having a balanced mix of technical and business skills

Personal Attributes:

- Investigative individuals, meaning inquisitive, curious & analytical
- Thrive at influencing and persuading others
- Excellent communication & collaboration skills
- Project and resource management skills
- Influence and negotiate
- Change management – energized by a change challenge, having the tenacity and perseverance to drive change through
- Self-motivated, proactive and goal oriented