ECT

ECT is a tech company dedicated to better business outcomes for communications service providers (CSPs) and their customers. With our Telecoms Low-Code Application Platform (T-LCAP), Packaged Business Capabilities (PBCs), ready-to-use apps and agile co-development, we enable CSPs to compose, enhance and individualize telecoms services and products within their telecoms network. Our parent company, the European Computer Telecoms AG, is a German public company located in Munich, Germany, where we employ engineering experts from over 30 countries. The language of our company is English. German is not required.

We are currently hiring a

Commercial Product Manager, CPaaS / Telecoms Low Code (m/f/d)
Working in Munich, Germany

This is a major opportunity for an ambitious MBA or business development manager with extensive experience in either CPaaS and/or low-code development platforms. We are building a powerhouse within the ECT Group to unlock the full potential of our telecoms low code, making a major contribution to business outcomes for CSPs.

Responsibilities
You monitor competing CPaaS and low code offerings for CSPs. Acting as an in-house entrepreneur you develop and continually evolve business cases, contractual frameworks, pricing and marketing strategies. Together with the product owner, you recognize business needs, prioritize and manage the backlog, and incorporate feedback from internal and external stakeholders to guide continuous improvement. With our marketing department, you develop core positioning and messaging for the product offering.

Simply put: we want you to be the recognized expert in the business side of CPaaS and/or low code, i.e. the market, relevant technology and the competition.

Skills and Competencies
- Proven ability to analyze competing products, comparing scope, pricing and contractual frameworks to identify weak points.
- Deep knowledge of commercial models and business cases for the CPaaS and/or Low Code Application Platforms.
- Strong knowledge of marketing channels, especially to CSPs.
- Strong problem solving and analytical skills.
- Knowledge of agile planning tools (e.g. JIRA, Confluence).

Qualifications
- **5+ years in business development and/or product management of a CPaaS or LCAP, preferably at a major CSP or the solution vendor.**
- Product owner or product management certifications (e.g. Certified Scrum Product Owner, SAFe Product Owner Certification, AIPMM certification).
- MBA or equivalent.
- A real hands-on team leader with excellent written and oral communication skills, inspiring all members in your agile teams with your vision.

Who we are:

- **We have an amazing, highly diverse team** with colleagues from Brazil, Bulgaria, Colombia, Egypt, Finland, France, Germany, Guatemala, Greece, India, Indonesia, Iran, Ireland, Mexico, Morocco, the Netherlands, Pakistan, Romania, Spain, Tunisia, Turkey, the USA, etc.
- **We care about you.** All employees participate in the success of our company via our company bonus. We offer a highly competitive compensation package with an initial annual salary of 142,650 – 160,550 EUR (ca. 77% fixed and 23% variable), relocation assistance, free breakfast and lunch, and 30 workdays of paid vacation.
- **We invest in your future.** We encourage all employees to participate in further education and offer in-house language courses and trainings, external seminars and university courses. Many colleagues have even completed company-sponsored MBA programs.
- **We care about our community.** For over 15 years, we have been the main sponsor of the Munich Chamber Orchestra and all employees receive tickets to their amazing concerts.

Please send your CV by e-mail, including your salary expectation and a possible start date to careers@ect-telecoms.de mentioning "Product Manager" in the subject.

In order for your application to be considered, you must include a 2-minute video, in which you:
1. **Introduce yourself and your qualifications for this position,**
2. **Explain what motivates you to apply, and**
3. **Ask three questions about the position and/or ECT.**

Employment starting date: immediate.