



PANGLOSS INTERNATIONAL

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Orange is one of the main actors in the world of telecommunications in Luxembourg, active in mobile telephony, fixed telephony, ADSL and on other markets with a strong growth potential.

The company develops innovative products and services for the residential and the business market.

Orange Luxembourg is part of the France Telecom Group.

Workplace : Luxembourg

Mission :

Leads the Orange Luxembourg Products & Services portfolio and commercial solutions

o Manage the entire Products & Services lifecycle and Products & Services P&L : . Development and implementation; . Enhancement projects; . Commercial support; . Product removal

o Proactively propose innovation, products improvement, commercial support to Sales & Marketing to drive product sales

o Define and apply product development strategy according to Mobistar objectives

o Optimise product portfolio to enhance customer experience and product profitability

· Supports and participates in strategic thinking

· Delivers product roadmaps on a quarterly basis and delivers and monitors key products indicators (revenues, usage, penetration, Customer satisfaction, ...) on a monthly basis

· Establish good working relations into Mobistar Group and FT Group work streams in his/her domain of Product Marketing

· responsibility for planning and managing larger and complex long term projects

Key responsibility areas :

· Responsible for the end-to-end delivery of new products & services in a product marketing domain to sustain marketing plan objectives from the opportunity to launch according Marketing Plan requirements and Business Case.

· Responsible for Product Marketing domain encompassing a wide range of products (Mobile Voice ; Mobile Data ; Broadband ; Mobile Multimedia ; Business Services), project management; process and product marketing expertise. Conceptualization : Challenge ideas, important presentations, service descriptions and business cases of product managers

· Drive a business vision and requirements on Product Marketing Domains driving Orange Luxembourg objectives ; yearly objectives and budget of the group in his/her domain

· Consolidate all info and ensures a clear reporting on the progress and issues.

· Business sponsorship and rationale on his/her domain for supporting investment in close cooperation with ITNO and Finance.

· Establish time line in his/her specific domain on a 24 month time frame

Major interactions :

- Pro-actively work with internal stakeholders : Technical Domains; Business Marketing; Sales ; Finance Corporate Planning and act as a single interface for their specific area of expertise

Your profile :

- 8 to 10 years experience in Product Marketing in Telecom and/or IT
- Specialized in their domain
- Passionate about Telecom and IT business and marketing domain
- People Management Skills : empathy ; leadership ; positive impacts on others ; listening and coaching skills ; conflict management

Education, specific training and experience :

- 5 years university as commercial or polytechnic school
- 8 to 10 years in Telecom/IT Products & Services Marketing or equivalent
- Computer literate – MS Office – MS Project

Interpersonal skills :

- Open Minded
- Leadership
- Autonomy
- Organised and concern for accuracy
- Stress resistant and ability to deliver to tight to deadline
- Communication skills
- Team Builder
- Represent Orange Luxembourg to Mobistar Group Management ; frequently in contact with Top Management within Orange Luxembourg ; represent Marketing position with external contacts : customers ; partners.

Our offer :

A dynamic working environment where you have every opportunity for personal development. Moreover you can look forward to the following compensation and benefits package: a market competitive salary, bonus, meal vouchers.