



Product Manager Services B2B (m/f)

Mission

Luminus Business offers energy solutions to small and large companies, industries and public entities to help them to face their energy challenges. Our aim is to help our B2B customers to manage their energy, save their energy through better energy efficiency and secure their energy by ensuring the quality and safety standards of their energy facilities.

To further develop those solutions, we are looking for a product manager services. The product manager is responsible for the development of the technical products or solutions that Luminus wants to provide to its B2B customers. He/She will standardize and implement those products together with our technical partners and organize their launch on the market.

Tasks

- Together with the Department Strategy & Innovation, contribute to the conceptual development of the future product portfolio and translate technical concepts into viable commercial products or solutions.
- Together with our partners, define the technical solution according to expected user outcome and business value and contribute to build a detailed business case.
- Identify all required stakeholders/partners needed to perform the technical solution.
- Build up a cooperative relationship with all the business stakeholders in order to gather all the information, to distinguish the possibilities and to prioritize the axes of development for business requirements.
- Translate the business requirements into a viable solution with technical specifications and package the features into product releases in collaboration with our partners.
- Create & maintain clear structured, comprehensible and complete product design & documentation (Product description, Offering templates, contracts, Lead Qualification documents, process flows, SLA, pricing,...).
- Keep track of own workload, correctly estimates delivery times and report timely on these in order to stay align with the planned product roadmap.

- Contribute to build all marketing collateral needed to help the sales to sell the products in the go to market stage.
- Organize the product training for the sales.
- Manage the product life cycle of the existing products. Follow-up on processes and quality, customer experience, product updates and improvements.
- Together with the B2B market intelligence analyst, provide appropriate reporting and KPI's and closely monitor the market and the competition.
- Propose, initiate, build up and follow lead generation campaigns in order to grow our market penetration in collaboration with the different stakeholders.

Knowledge/Experience

- Degree in Commercial Engineer, Industrial Engineer or equivalent through experience
- A Technical background is clearly an asset
- At least 2 or 3 years of experience in product management.
- Experience in the energy sector is an asset.
- Experience in B2B is preferred.
- Fluent in Dutch, French, and good knowledge of English