



GEO-POSITIONING PRODUCT MANAGER

A fantastic opportunity has become available for an experienced Geo-Positioning Product Manager to join our business at WorldsView based at our offices in Woodmead, Sandton.

OUR AFRICAN DISTRIBUTION STORY

WorldsView turned 21 in the year 2020. We represent global leaders such as **Autodesk**, **ESRI**, and **Topcon**. WorldsView will be the preferred distribution choice for global technology brands in the make-build arena looking for access to African markets, and for African resellers looking for access to exciting, profitable business opportunities. We are passionate about building the future of Africa facilitating the convergence of powerful BIM and FOMT technology brands serving the needs of the people who survey, make build, operate or maintain the products and infrastructure on our continent. Those people are building the future of Africa.

EDUCATION AND EXPERIENCE



- 5 TO 7 YEARS EXPERIENCE IN GEO-POSITIONING AND SCANNING ENVIRONMENTS.
- EXPERIENCE USING TOPCON HARDWARE AND SOFTWARE. A KNOWLEDGE OF THE TOPCON MAGNET SOFTWARE SUITE IS ADVANTAGEOUS.
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- *TERTIARY QUALIFICATION IN SURVEYING.*
- *A BUSINESS DEGREE SUCH AS THE UNIVERSITY OF WITWATERSRAND MANAGEMENT ADVANCEMENT PROGRAMME (MAP) AND/OR A CERTIFICATE IN PRODUCT MANAGEMENT WOULD BE ADVANTAGEOUS.*

SKILLS

- STRONG PRESENTATION SKILLS AND ABILITY TO MOTIVATE CHANGE IN THE TEAM.
- INSIGHT AND UNDERSTANDING TO MAKE COMMERCIAL DECISIONS ABOUT THE PRODUCTS YOU ARE MANAGING BASED ON DATA ANALYSIS.
- AN ABILITY TO LIAISE ACROSS THE ORGANISATION INCLUDING OUR VENDORS, OUR PARTNERS, AND END USERS TO TAKE INVENTORY OF THE NEEDS AND ROLE OF ALL STAKEHOLDERS TO ENSURE THE SUCCESSFUL ADOPTION OF YOUR PRODUCTS.
- PERFORMANCE ORIENTATED.

WHAT'S IN IT FOR YOU?

- COMPETITIVE BENEFITS PACKAGE.
- AMAZING OPPORTUNITIES FOR CAREER PROGRESSION.
- REMOTE WORKING OPPORTUNITY.
- WORK-LIFE BALANCE.
- AN OPPORTUNITY TO LEARN ABOUT OUR DIVERSE ENVIRONMENT AND OUR AFRICAN FOOTPRINT.

KEY PERFORMANCE AREAS

- **VENDOR MANAGEMENT**
Brand acquisition and retention.
- **CHANNEL MANAGEMENT**
Develop a healthy partner programme, onboarding new resellers, developing trusted resellers
- **SALES AND MARKETING**
Product Roadmaps, deal reg, account mapping, and driving new business
- **SUPPORT MANAGEMENT**
Ensure support levels are set and achieved to exceed customer satisfaction
- **PEOPLE MANAGEMENT**
Work with marketing, channel development, sales, and segment leaders to ensure product strategies are planned and executed to meet the budget.

TO APPLY

If you wish to apply, please send your CV through to Jenna Brocklebank at Jenna.Brocklebank@worldsview.com