

## Senior Product Owner – Cloud Asset Management

### Company Description:

cloudcards is a fast-growing Software supplier in the Aviation sector that is transforming the way Aircraft Leasing Companies and Airlines Manage their business with regards to Asset Management, Aircraft transitions and Document Storage. Founded in 2013 in Limerick, Ireland and with Offices in Dublin, cloudcards has grown from offering Aircraft transition software tools to a full suite of software services to the sector covering project management tools, market leading asset management software, secure document storage, technical services and all associated administration.

In 2018, cloudcards launched the Cloud Asset Management system, the most modern and comprehensive system of its kind in the market. Targeted at Lessors, Airlines and other relevant technical players in the aviation sector. The asset management system covers all elements of the lease and Asset, all the financial management required to manage an aircraft on lease and pulls in all the key maintenance events and costs.

### Role Description:

The role of the Product Manager is key to the ongoing success of the business. A critical part of the management team with responsibility for both the management, maintenance and development of our Cloud Asset Management system.

The successful candidate will develop an intimate and detailed knowledge of the Asset Management system to the level where they are able to demonstrate the system to Customers along with the sales team, act as a point of contact with existing customer and manage the development roadmap.

The candidate will need to develop a deep understanding of our customer needs and be able to anticipate their requirements. The candidate will also need to develop a strong understanding of the market place and be able to report back on a regular basis to management of any key changes or movements within the sector.

The candidate will report to the CEO and work closely with the Technology, Sales, Operations and Finance areas.

### Responsibilities

- Responsible for the overall Cloud Asset Management Product including its ongoing performance, development and future roadmap
- Responsible for the process for successful onboarding of new aircraft onto the asset management system
- Responsible for the day to day interaction with existing customers, taking feedback and providing information and upgrade details.
- Develop a detailed knowledge of the system placing you in a position to act as the internal subject matter expert and go to person for Cloud Asset Management
- Support the sales team with customer demonstrations, Customer trials and initial customer training and on boarding
- Act as the link between the business and the IT team to help develop the product development roadmap. Lead the requirements prioritisation and detailed development specifications.
- The candidate will be the go to person for customers with any issues, queries and questions

customers premises both locally and internationally

- The candidate will support any 3rd party sales agents with product information and queries.
- Work closely with the Product and IT team to give constant customer feedback and product performance feedback.

### **Experience and Qualifications and the Person**

- Minimum of 4 years experience in Aviation leasing technical or asset management or associated software services
- Experience in the Aviation sector/ Aircraft leasing Sector.
- A track record product development or product management
- Proficient in software services
- Ability to work within a team that is fast paced with multiple priorities
- The candidate needs to have the ability to strike up a relationship with the customer and develop a level of trust.
- The candidate will need to be flexible to travel between our Limerick and Dublin offices and also to customers offices where required. At times the candidate may be required to travel internationally.
- The person must be a team player, with a positive outlook and a can do attitude.
- As cloudcards continues to grow a high performing Product Manager will have lots of opportunity to grow with the company and it is foreseen that opportunities will arise for this person both locally and internationally within the company.

### **Employment Type**

Full-time

If you are interested in joining our team, send your CV or contact us for more information at [jobs@cloudcards.ie](mailto:jobs@cloudcards.ie)

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