

Job Description: Head of Product

Location: Basingstoke, UK (Hybrid)

Reports to: Managing Director

The Opportunity: Your Mission

This is a pivotal moment in the history of Carbon Footprint Ltd. With 20 years of trust and a strong foundation of services, we are now executing an ambitious transformation to become the **"operating system for the credible climate economy."** We are looking for a visionary and experienced Head of Product to lead this charge.

This is a unique, career-defining opportunity to be the "mini-CEO" of our entire technology stack (Sustrax, CRISP, COMP, CaDI). You will not be inheriting a legacy system; you will be the architect of our future, taking a suite of powerful but nascent platforms and building them into a single, integrated, world-class product that defines a market. If you are a B2B SaaS product leader who is passionate about building products that matter, this is your chance to make a huge, measurable impact on the climate crisis.

Key Responsibilities

- **Define and own the unified product vision, strategy, and roadmap** for our entire suite of technology platforms, ensuring it is aligned with our ambitious commercial goals.
- Act as the central hub between our customers, our commercial teams (Sales, Marketing), and our development team to ensure we are building the right products for the right market.
- Lead in-depth customer and market research to identify new opportunities, analyse the competitive landscape, validate our roadmap, and ensure our products are always ahead of the curve.
- Translate the product strategy into detailed requirements, user stories, and feature prioritisation, working closely with the Devs Manager to manage an agile development lifecycle.
- **Own the commercial success of the platforms**, including pricing, packaging, and go-to-market strategy, in close collaboration with the Sales and Marketing Directors.
- Champion a data-driven, product-led culture throughout the entire organisation, ensuring every decision is backed by evidence and a deep understanding of our users.

The Ideal Candidate

You are a seasoned B2B SaaS product leader with a proven track record of taking products from an early stage to market leadership. You are a strategic thinker who can see the big picture and a hands-on leader who can translate that vision into execution. You will have:

- Significant experience in a senior product management role within a B2B SaaS or data-as-a-service (DaaS) company.

- A proven track record of managing a full product lifecycle, from discovery and ideation to launch, iteration, and growth.
- A highly strategic mindset, with the ability to balance a long-term product vision with the immediate commercial needs of the business.
- An exceptional communicator and collaborator, able to inspire and align cross-functional teams and to confidently engage with senior stakeholders and clients.
- Commercial acumen, with direct experience in developing and implementing SaaS pricing, packaging, and go-to-market strategies.
- A passion for building world-class user experiences and solving complex customer problems.
- **A genuine passion for sustainability and climate-tech is a major advantage.**

What We Offer

- A pivotal senior leadership role with a seat at the table to shape the future of a market leader.
- The "greenfield" opportunity to build and own the entire product function for a company with an established brand, a loyal customer base, and a massive market opportunity.
- A competitive executive salary and a performance-based bonus structure.
- The chance to have a huge, measurable impact on the climate crisis by building the tools that will power the credible climate economy.

Apply with CV to wendy.buckley@carbonfootprint.com