

Senior Product Manager

About Us

We are a fast-growing, Series A NatureTech company (backed by leading investors AzureX Space Ventures, Equinor Ventures, and Intercontinental Exchange) on a mission to enable zero deforestation and degradation and support mass forest restoration by producing the highest-quality nature mapping data and insights products.

Data is at the heart of Space Intelligence. We process large volumes of satellite data and analyse it within a machine learning framework to produce valuable nature mapping products for our clients.

Our products are trusted by the developers and investors in nature-based solutions, including Apple, Climate Asset Management, Everland, and WCS. They are also used to support the validation of compliance with the EU Deforestation Regulation (EUDR) through our partnership with ICE's Commodity Traceability Service (COT).

We are a group of passionate, dedicated individuals with deep technical and scientific knowledge necessary for producing reliable, high-quality data and insights. We have a strong understanding of our customers' needs and develop long-term relationships that add value.

We are a values-driven organisation, embodying these principles in our daily work: we are **Science-driven**, with a **Commitment to Quality**, always **Acting with Integrity**. We have a focus on **Innovation** to create better products for our clients and an overall commitment to **Equality**. We are striving to create a commercial culture that is meritocratic and outcome-oriented.

About the role and your fit

We currently licence data assets and insights on a B2B / B2B2B basis to customers into two key markets: the Voluntary Carbon Market ([including development of a new web platform through partnership with Equinor](#)) and [EUDR compliance reporting](#) via a new partnership with Intercontinental Exchange. However, new opportunities are emerging for our data assets and insights to be used in other contexts. [Having just closed our Series A investment](#), this is an exciting time to join the business and become a key partner in shaping the future of nature data production, contribute to our expansion, and to help us achieve our Mission.

You're an experienced Senior Product Manager, having focussed your career on Product, and are now ready for a new challenge in a mission-oriented company that is very

ambitious and growing fast.

This role is the first dedicated Product Management role for Space Intelligence. It is a cross functional role, interacting on a daily basis with Marketing, Solutions, Engineering and Sales. As such, whilst you're senior, you're not looking to take on the job in order to manage others, rather you're happy to roll-up your sleeves from day one, and do the product work yourself in the short to medium term,

Given this, you're a proactive self-starter who understands the challenges of keeping a strong hold of Product in a fast-growing business and ensure we meet the needs of the market. You're ready to bring your skills and experience to this role to ensure that Space Intelligence offers a coherent and valuable product offering to the market, thereby ensuring long-term development of the business over the coming years, driving ARR.

You're ready to become a central reference point at Space Intelligence for Product within our business, championing client needs and ensuring coordination between teams.

You're excited to bring your highly-tuned commercial expertise to support the development of highly technical products, defining a vision and strategy informed by insight into the market sizing and trends; competitive landscape; our technical capabilities; and critically the standards and requirements of the markets in which we operate.

In the Voluntary Carbon Market, these include the methodologies set under Verra's Verified Carbon Standard and the Gold Standard. In new evolving reporting regimes this includes EU bodies (e.g. for EUDR, CSRD), and voluntary reporting frameworks (e.g. TNFD). Whilst you may not be an expert in these areas, you're keen to learn more to shape our commercial development.

Key Responsibilities and Deliverables

- Creating the medium term roadmap for Space Intelligence by working closely with clients and leveraging feedback from client service and sales teams. This will include supporting the streamlining of the Science/Solutions team in the product roadmap.

Short term priorities

- Deliver UI/UX for high-frequency forest monitoring products to drive adoption of subscription based-revenue
- Work closely with clients and internal stakeholders to gather and define business requirements.
- Definition and business case for new products; market sizing and working with Marketing and Sales to craft and deliver the GTM planning and execution.
- Collaborating with the Solutions, Science and Engineering teams to define, agree and implement technical solutions given defined business and functional requirements
- Driving feature and UX planning for [our new web data platform](#), to ensure products meet customer needs.
- Becoming an evangelist for Space Intelligence products, becoming an expert in the needs of our clients and the markets that we operate in, and articulating how our products meet those needs.

Key Qualifications, Requirements, Competencies

- You'll have 5 + years experience in relevant product management roles, at least some of which is in B2B product management.
- Experience of product management of data and/or SaaS products
- Although you may not have an engineering background, you'll be comfortable working with software engineering teams, and have a high level understanding of software development concepts.
- Similarly, although you may not have a science background, you'll be comfortable working in a science led business, discussing high level scientific concepts, and keen to develop an overview of the scientific background to the business, covering ecology, carbon credit, climate change, and satellite data aspects.
- You'll be an expert communicator, comfortable supporting sales discussions with customers up to C-suite level.
- You'll be a team player, comfortable working across the business with multiple stakeholders, and in order to be successful, you'll need to be adept at getting things done by influencing teams that you do not have direct direction over.

Desirable

- Experience or knowledge of the Nature Based Solutions (e.g REDD+), sustainable finance, or Nature data business space.
- Experience of geospatial data products and their applications in environmental monitoring.



Salary

Starting salary £65,000–£80,000 depending on experience. Pro rata, if part time.

Working for Space Intelligence

At Space Intelligence, we offer a competitive salary and benefits – 33 holiday days per year, an extra day off for your birthday, a good pension plan offering salary sacrifice for tax efficiency, an Employee Savings on Purchases Platform and an Employee Assistance Programme, as well as other benefits. We have a friendly, fun and supportive workplace, and we strongly value work-life balance. We are emphatically not a company with a long-hours culture, we are family-friendly and support flexible working and part-time, where possible. We also schedule a range of events including lunches, escape rooms, pub trips, crazy golf, bowling and much more. In addition, we do company and team away days.

We are, proudly, a diverse, multicultural team and our employees come from 11 different countries.

Where will I work?

We are looking for a candidate who will be based in our office on George Street, Edinburgh. Most of our team are in the office most days, and we feel you will learn fastest if you are in the office most days too. However, we support hybrid working and would be happy for you to work 1-2 days a week from home.

How to apply

Please send your CV and a cover letter explaining why you're particularly suited for this role to careers@space-intelligence.com

Please note, that if you don't currently have the right to work in the UK, we do not sponsor visas so please check out the UK Government website for further information about visas before applying.