



Product Manager

Company Description

Pharos enjoys a growing capacity to be an invaluable resource to those organizations committed to making every print an intelligent decision. To help us, here's one of the positions we're looking for the right person to assume:

Product Manager

Successful candidate will serve as a senior product expert combining development knowledge, market analysis, and end-user feedback to establish a product vision, plan for a multi-year roadmap, and partner with Development to deliver world-class solutions.

This individual will work closely with the stakeholders to understand what the needs are in terms of launching and supporting product concepts, translating those needs into product requirements that provide a clear roadmap to the development team and successfully bringing the product to market

Job Description:

- Consolidates input from customers, competitors, goals/strategies of the company, marketing, sales, customer support and development teams into market requirements for an assigned product space.
- Initiate and execute Product Planning Process throughout the full product lifecycle.
- Create and communicate vision for assigned product suite across the team and the organization
- Work alongside the engineering team to set development priorities, define and implement a product roadmap through initial launch and subsequent releases.
- Be the product champion for assigned product space recognizing/communicating the value and shortcomings of the product through your expertise and education.
- Manage product timelines, developing and delivering on financial metrics (year over year revenue growth and market share improvements)
- Market expert displayed by articulating the needs, challenges and direction of the higher education community
- Monitors trade publications and other related resources to help integrate general market trends into the product management process.
- Develops and maintains a prioritized list of customer and market requirements for the product.
- Defines/quantifies the impact of new products and/or features being considered for inclusion in a product release, and uses this information to prioritize each of these features/products.
- Works with development and customer focus groups to produce functional specifications for each feature.
- Works with business development and marketing to produce competitive analysis materials comparing product with its key competitors.
- Supports the sales process with product information and demos where necessary

- Write Product Requirements Documents for product functionality and features
- Identify potential third party partnership opportunities
- Developing online communities including customers, resellers and OEMs to develop richer feedback on products.
- Develop strategy to target, implement, and develop online communities to meet business needs
- Engage with product enthusiasts to drive product innovations and new product ideas

Qualifications and Requirements:

- 4+ years Software Product Management or Product Operations experience in one or more of the following: Document management Services or ERP solutions.
- Proven ability to define and articulate a product vision to internal and external stakeholders
- Exceptional communications skills, working with Customers, as well as internal stakeholders such as Sales, Professional Service, Business Development, and Support.
- Demonstrated experience in writing clear, concise market requirements with full traceability to documented market needs.
- Experience working on large-scale software projects with multiple business and technical dependencies.
- Track record of delivering successful products/features and functionality that address a market need and embraced through successful revenue growth
- Project management skills with ability to recognize critical path items, and to prioritize.
- Self-motivated and able to multi-task under aggressive schedules
- Bachelor's degree required. MBA a plus.
- Led at least one product throughout the full lifecycle to launch.
- Highly collaborative, engaging and motivating approach.
- Highly self-motivated, proactive and self-sufficient.

Desirable:

- Prior experience working in an Agile Scrum product development environment
- Experience working with third party OEM vendors

Compensation:

Pharos Systems offers competitive salaries commensurate with experience and education, as well as excellent benefits.

Please electronically submit your resume, salary requirements, and at least two references to Pharos Systems International at careers@pharos.com