



Position: Director, Product Management

Our client is a leading provider of advanced communication solutions trusted for their deep-rooted expertise, responsiveness, and commitment to excellence. They specialize in delivering technology-driven solutions that optimize the efficiency and accuracy of mission-critical communications and are on a transformative journey. A trusted client partner, our client is known for developing agile solutions tailored to specific business objectives and leveraging cutting-edge technology, as well as their unwavering commitment to service.

SUMMARY OF THE POSITION:

Our client seeks an experienced Director of Product Management to lead product teams. This role is pivotal in driving a transformative journey including vision, strategy, and execution of our client's product roadmap.

In this role, you'll have responsibility for:

- Strategic Planning & Vision
 - Develop and implement a comprehensive product strategy that aligns with the company's overall business goals and market demands for the Capital Markets.
 - Build and maintain product roadmaps.
 - Conduct market research to identify trends, customer needs, and competitive landscape to inform product decisions and strategies.
 - Create and maintain a product roadmap that outlines the vision, strategy, and priorities for product development.
- Product Development & Management
 - Oversee the entire product portfolio lifecycle management from ideation to sunset, ensuring products are delivered on time and meet quality standards.
 - Prioritize features and enhancements based on customer feedback, market demand, and strategic importance—the ability to communicate prioritization decisions to stakeholders effectively.
 - Collaborate cross-functionally with engineering, design, marketing, sales, and service teams to ensure successful product launches and continuous improvements.
 - Identify and mitigate risks associated with product development and deployment. Ensure products comply with relevant industry standards, regulations, and best practices.
- Customer & Stakeholder Engagement
 - Interact and maintain relationships with key customer contacts.
 - Act as a voice of the customer within the organization, ensuring their needs and feedback are incorporated into product development.



- Communicate product vision, strategy, and progress to internal and external stakeholders.
- Performance & Metrics
 - Define and track key performance indicators and metrics to measure product success, usage, and customer satisfaction.
 - Use data-driven insights to make informed decisions and drive product innovation and improvement.
 - Analyze the return on investment for product initiatives.
- Leadership & Team Management
 - Lead and mentor a team of product managers, product owners, and other related roles, fostering a collaborative and high-performing team culture.
 - Allocate resources to ensure that product initiatives are adequately staffed and supported.
 - Develop and manage the product budget.
 - Create and maintain an atmosphere of respect, mutual support, flexibility, continuous learning, and a commitment to business goals and customer needs.
 - Cultivate trust and model the values and principles of the organization.
- Customer Requirements
 - Identify and articulate customer needs, ensuring product alignment with business goals.
 - Lead the product team, aiming for high-quality deliverables.
 - Uncover opportunities for new product development, taking into consideration implications for company growth.
- Product Development Planning
 - Provide leadership for innovative solutions
 - Align the team and resources to ensure effective development and execution
 - Manage dependencies, identify capabilities, and ensure high-quality executed products
 - Lead managers and teams and partner with cross-functional leaders
- Innovation
 - Stay abreast of industry trends and emerging technologies to drive innovation and maintain a competitive edge.



MINIMUM EDUCATION, EXPERIENCE AND QUALIFICATIONS:

- Bachelor’s degree with 10+ years of related experience
- 3+ years of direct people management experience
- Broad industry knowledge with a strategic understanding of software/technology development

PREFERRED KNOWLEDGE AND SKILLS:

- Strong emotional intelligence and leadership capabilities
- Demonstrated track record of delivering products to external customers
- Extensive experience in full-stack modern web development
- SaaS platform management, including spend prioritization where needed
- Strong problem-solving skills and the ability to implement scalable software solutions

- Ability to work independently
- Inherently curious and a fast learner in a technical field
- Skilled in overseeing and mentoring other team members
- Collaborative team player capable of working effectively with diverse personalities

OTHER REQUIREMENTS:

- Travel up to 25% of the time may be required to support geographically diverse teams and/or for internal or external meetings
- Must have reliable internet access for any period working remotely and not in a company office

Our client is an equal opportunity/affirmative action employer. Qualified individuals, including qualified women, minorities, individuals with disabilities and veterans, are encouraged to apply.

If you need a reasonable accommodation at any time during the application process due to a disability, please contact Work&Partners directly.