

Senior Product Manager

Position Summary

The Senior Product Manager is responsible for managing the product lifecycle of the TechnoCom Location Gateway™ services platform, TechnoCom's flagship product for delivering enterprise-grade location based services for B2B and B2B2C applications. The successful candidate will report to the CTO, will work closely with sales and marketing personnel to determine the market requirements, analyze and verify the value of features and capabilities and with the engineering and fulfillment organizations to ensure that each product release is properly defined, delivered and supported. Moderate to frequent travel is required.

Essential Functions

- Analyze product requirements identified by the CTO, business development, marketing and sales teams.
- Create detailed marketing requirements documents (MRDs) and product definition to be utilized by development for scoping, development and validation.
- Collaborate with prospects, customers and sales to understand product and user requirements.
- Analyze workflows, assess environmental factors, and identify usage/usability requirements.
- Develop story boards and or detailed marketing requirements based on user profiles.
- Develop and document acceptance criteria in cooperation with engineering and QA teams to assure features meet the spirit of the stated requirements.
- Collaborate with developers to ensure that platform and applications meet marketing requirements.
- Develop and coordinate product documentation, roadmap and plans for product implementation, delivery and support.
- Participate in all cross-functional projects and efforts aimed at finding solutions to system problems, offer solutions, and participate in testing.
- Generate and manage customer collateral (presentations, datasheets, apps notes, etc.) for TechnoCom Location Gateway services.
- Visit customers to assess usage of platform features and capabilities and seek ideas for the product road map.
- Research and compile competitive information for use in product planning and as a resource for all organizations.
- Support sales staff in development of proposals.
- Create pricing templates.
- Other duties as assigned by the supervisor/manager.
- Professional, cooperative, respectful attitude toward co-workers, clients, vendors and others

Knowledge, Skills and Abilities / Requirements

- Demonstrated ability to apply experience and judgment to plan and accomplish goals.
- Ability to determine and analyze user needs and apply to marketing design.
- Understanding of human interface design factors and delivery of web services for mobile applications.
- Knowledge of agile programming methodologies and web services development environments and delivery methods.
- Knowledge of geospatial information systems, interactive voice response systems and/or location based services.
- Demonstrated ability to interact with technical and operational experts both within and outside of the company to establish and meet common goals.
- Broad knowledge of web services, mobile applications, enterprise solutions, wireless services and customer/developer support programs for such services.
- Strong written and verbal communications skills and ability to create concise, informative and appealing presentations and documentation.
- Able to apply market and customer information to developing business cases and ROI analysis.
- Ability to multitask and be productive and results-oriented while working independently.
- Desire to make a contribution toward the success and growth of TechnoCom, as well as own personal growth.
- Excellent knowledge of computer productivity and business communications applications (e.g. MS Word, PowerPoint, Excel, Visio, Project, Outlook, etc.).

Education and/or Experience

- Four-year degree in Business, Computer Science, or other related field is preferred. MBA or equivalent experience is a plus.
- Minimum 5 years of product management experience for web services, enterprise applications and/or mobile internet service platforms.
- 3-5 years working in wireless services, web services and/or enterprise software development environments.

Physical Demands / Environment

Typically spends 8 hours or more seated at a desk or table in an office environment using a desktop or laptop computer, phone and other office tools and equipment; constantly uses head, neck, hands, fingers, arms and shoulders; must have good vision and hearing; often bends elbows or twists head/neck; occasionally walks, bends, twists torso, stoops and reaches; and carries, pushes or pulls items of 15 lbs. or less. Some airline and car travel is required.

This full-time position is located at TechnoCom's office in Carlsbad, California.

Please submit your resume by e-mail (text, PDF or MS Word format) to SPM.job@technocom-wireless.com.