

Job Description

Title: Product Development Manager

Reports to: Marketing Director

This position is responsible for developing and managing telecommunication products for sale in the commercial marketplace including voice, Internet, Data and managed services products. It will report to the VP Marketing. The position is responsible for the complete product management lifecycle, including product pricing, market management, vendor negotiations and contract management, competitive positioning, product development, release to field sales and follow up support, business case analysis, financial and functional performance and reporting and coordination of back office support processes in preparation for launch. Drive results by aligning and leading cross functional teams to implement scalable product solutions that meet business objectives. Performance will be largely measured in terms of product margin, time to market, and market penetration.

Essential Duties:

- Responsible for the planning, design, development, pricing, and launch of new telecommunications products and services. Drive development activities including scope definition, milestone, issue, risk management, change control management, status reporting, and contingency planning. Conduct impact assessment and collaborates with stakeholders to translate business objectives and technical requirements into executable programs. Develop and manage product development roadmap and status dashboard for product area.
- Demonstrate effective team leadership and stakeholder management, fostering collaborative approach to optimal delivery path and timelines. Assembles core team, directs the team's activities, tracking and reporting on progress, and maintaining the team's alignment with project goals. Coordinates deliverables across global functional groups such as architecture, engineering, software development, operations and process architecture. Empowered to drive business leaders to decisions and actions.
- Develop detailed project plans and establish appropriate communication channels, including recurring meeting schedules and status reports at various levels of the organization. Adhere to prescribed product development methodology, project management, and change management processes, maintaining all project-related documentation, including roadmaps, project wiki sites, dashboards and status reports. Assembles and hosts presentations providing project updates to internal stakeholders.



We keep it simple. We make it personal.

Desired Skills & Experience

- Bachelor's degree in marketing, telecommunications management, or business (MBA preferred);
- Five or more years of product development / management experience;
- Previous experience in business planning and financial analysis to propose, advocate and gain executive approval for proposed new business opportunities;
- Technical aptitude to understand product dynamics and recommend product enhancements;
- Previous experience in the development and management of industry-specific telecommunications services;
- Previous experience understanding and negotiating telecommunications contracts and costing is a plus;
- Experience building and maintaining dynamic pricing and analysis models;
- Strong organizational, project management and interpersonal skills and a sensitivity to understand sales and customer needs is required;
- Ability to hit deadlines and stay within budget is required;
- Excellent written and oral communications skills are essential;
- The ability to make persuasive presentations to executive and sales audiences is essential;
- Previous experience designing and conducting technical and/or sales training about the products is a plus;
- Ability to work quickly and effectively with standard MS Office products, **excellence with Excel is required.**

Company Description

- For 20 years Spectrotel has been providing quality, affordable and personalized services to clients who seek simplicity and outstanding service. Our successful rapid growth for the past two decades is based on listening to our customers, anticipating their needs and delivering solutions that take care of their communication challenges. We are a full-service telecommunications provider in the SMB and enterprise customer space, specializing in the aggregation of Voice, Internet, PBX Cloud and Managed Services by combining best in class personalized service, leading edge technology, and competitive pricing that is unparalleled in the industry.

To Apply email: hr@spectrotel.com

The specific statements shown in each section of this description are not intended to be all-inclusive. They represent typical elements and criteria considered necessary to perform the job successfully. The Company recognizes that an individual with a disability may require an accommodation to enable him/her to successfully perform a job function. Consideration will be given to reasonable accommodations.