
Job Description

Senior Product Manager

Job Description

Product Management & Development

The Senior Product Manager is responsible for owning the process of identifying, building and delivering new telecommunications products while also enhancing assigned existing products. Designs market action plans as well as articulating and producing customer requirements with all needed documentation. Conducts new product evaluation, identify appropriate business stakeholders, define detailed business requirements and ensure sales and operational plans align with business objectives and financial requirements.

Collaborates with cross-functional teams to launch new services, features and enhancements. Serves as subject matter expert for assigned product portfolio. Develops product roadmaps to identify new trends and opportunities within cloud, and managed services. Monitors market pricing and reacts accordingly. Demonstrates project management skills with a successful track record of delivering new products on time and within budget. Tracks effectiveness of assigned products based on sales data and customer feedback.

Responsibilities:

- Assist in driving the competitive strategy of emerging technologies or services by creating plans that reflect a deep understanding of the level of competition in an industry or segment with the goal of deriving insights that drive Spectrotel to react faster to the evolving landscape and identify potential partnerships.
- Advises key stakeholders on the portfolio strategy across all phases of the lifecycle (e.g., planning, development, launch, management, exit).
- Synthesizes market requirements into marketing/customer details through having strong customer knowledge and business, financial and industry acumen.
- Ability to coordinate projects across functional teams, including product management, marketing, engineering, service delivery, sales support, sales and executive team.
- Perform market research and analysis to define customer needs and market opportunities.
- Experience in Cloud, UCaaS and Managed Services
- Strong mathematical and analytical skills.
- Technical aptitude to understand product dynamics and recommend product enhancements;
- Ability to manage multiple, competing priorities simultaneously.
- Ability to operate both strategically and tactically.

Education/Experience

- Bachelor's Degree required.
- 8+ years of work experience as a Product Manager.



We keep it simple. We make it personal.

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- Must have prior experience in the telecommunications industry.
 - Experience building and maintaining dynamic pricing and analysis models is required.
 - Demonstrated strong presentation and influencing skills.
 - Creative and flexible with a positive attitude.
 - Expert team skills and ability to cross functionally drive/influence work through others, ability to mentor and lead teams to achieve results for complex, ambiguous projects.

Company Description

Company Description: For over 22 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.