

Core Technology Corporation

Product Manager Job Description

The Product Manager is responsible for both product planning and product marketing. This includes managing the product(s) throughout the product lifecycle, gathering and prioritizing product and customer requirements, defining the product vision, and working closely with software engineering to deliver winning products. It also includes working with sales, marketing and support to ensure revenue and customer satisfaction goals are met. The Product Manager's job also includes ensuring that the product and marketing efforts support the company's overall strategy and goals. This position reports to the Director of Sales and Marketing.

The Product Manager is expected to:

1. Define the product strategy and roadmap
2. Develop product requirements documents with prioritized features and corresponding justification
3. Organize product information using internal systems and processes
4. Work with software engineering to understand software architecture and development methodology
5. Work with external third parties to assess partnerships and licensing opportunities
6. Be an expert with respect to the competition
7. Help develop the core positioning and messaging for the product
8. Perform product demos to customers
9. Develop sales tools and collateral
10. Brief and train the sales force
11. Assist the sales force with customer demos, RFP responses, and proposals.
12. Attend trade shows and industry conferences

Required experience and knowledge

1. Minimum of 2 years experience as a Product Manager, Product Marketing Manager, Product Consultant, Software Engineer or Sales Engineer
2. Demonstrated success defining and launching excellent products
3. Excellent written and verbal communication skills
4. Ability to meet deadlines for multiple tasks and projects required
5. Bachelor's degree
6. Technical background, with experience in software applications
7. Excellent teamwork skills
8. Proven ability to influence cross-functional teams without formal authority
9. Must be able to travel 20% of the time
10. Examples and at least one sample of an effective document delivered in the past
11. Experience with public safety software preferred; records management system a plus

Benefits:

Core Technology has a generous benefits package that includes BC/BS insurance, 401K, Life Insurance and Disability Insurance.

Send your resume to Core Technology Corporation, jbmccready@coretechcorp.com, Attn: Product Manager Position.