

JOB DESCRIPTION

Position Type: Full-time regular

Location: Bangalore

Position Requirements: Lead Product Manager, Product Management

Position Description:

The Lead Product Manager, will guide a team that is charged with a product line contribution as a business unit. This extends from increasing the profitability of existing products to developing new products for the company. He/She will build products from existing ideas, and help to develop new ideas based on the industry experience and the contact with customers and prospects. He/She must possess a unique blend of business and tech - savviness; a big-picture vision, and the drive to make that vision a reality. He/She must enjoy spending time in the market to understand the problems, and find innovative solutions for the broader market. He/She must be able to communicate with all the areas in the company. He/She will work with an engineering counterpart to define product release requirements. He/She will work with marketing Communications to define the go-to-market strategy, helping them understand the product positioning, key benefits, and target customer. He/She will also serve as the internal and external Evangelist for the product offering, occasionally working with the sales channel and key customers.

Position Details:

- Devise product goals and strategies
- Visualize a product roadmap
- Specifying market requirements for current and future products by conducting market Research supported by ongoing visits to customers and non-customers
- Initiate and prioritize projects within engineering, track product development and develop product launch plans
- Driving a solution set across development teams (Development/Engineering, and Marketing Communications) through market requirements, product contract, and positioning
- Developing and implementing a company-wide go-to market plan, working with all departments to execute
- Analyzing potential partner relationships for the product

Experience Required:

- 9-12years of software product management experience
- Build and manage a product roadmap to support goals and strategies
- Experience in Networking, Software defined networking (SDN), S/W Load Balancers, Firewalls

Educational Requirement:



- B.Tech or equivalent
- Post Graduation in Management is a plus

Additional Experience:

- This position requires travel to customer and non-customer sites in North America and Europe (25%)
- Knowledgeable in technology
- Prior exposure in Cloud space would be an added advantage

Prior exposure to US Gov't compliance requirements such as FedRAMP, FISMA, NIST, 508 compliance will be an added advantage