

JOB DESCRIPTION

Position Type: Full-time regular

Location: Bangalore

Position: Senior / Lead Product Manager, Product Management, Bangalore, India

Position Description: This position will lead, guide and manage a product management team responsible for building best in class product and increasing the profitability of existing products as well as developing new products. The person must enjoy spending time in the market to understand the problems, and find innovative solutions for the broader market. Person will work with cross functional teams such as engineering, architecture, QA, IT Operation, Support and sales 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 working with the sales channel and key customers.

Position Requirements:

- 8+ years of experience in software product management
- 4+ years of experience in Microsoft SaaS and IaaS functional domain
- 2+ years of experience in Cloud Computing / CSB domain
- Experience in defining and communicating clearly product goals, strategies, product roadmap and functional requirements
- Experience in Specifying market requirements for current and future products by conducting on line market Research supported by ongoing visits to customers and non-customers
- Experience in performing competitive analysis on regular basis
- Experience in managing Product documentation
- Subscription billing experience in enterprise product is an added advantage
- Experience in creating product Videos, writing blogs and presenting product effectively to prospects / customers / Analysts

Educational Requirement: B.Tech or equivalent. Post Graduation in Management is a plus

Notes on MS domain experience required.

- Hand on experience in features/functionalities of Azure/Azure Stack/MSCSP that MS offers on their portal.
- Hand on experience in different types of accounts (CSP/PAYGO/EA/CASA etc) MS support for Azure/Azure Stack/MSCSP and their business aspects.
- Worked on the different Network(Express Network)/security (IAM) related features offered by MS for Azure/Azure Stack.
- Working experience in the different billing model MS support for Azure/ Azure Stack.
- Should know the business use cases that are offered for Enterprise and reseller model for Azure/Azure Stack/MSCSP
- Working experience on how "APP only" or "APP+User" model works while managing resources of AZURE/AZURE STACK by using third party application like JSDN.
- Must keep up on the latest changes/updates on MS side in terms of business offerings and new feature implementations.