



INTERNATIONAL
DECISION SYSTEMS

1384-Senior Product Manager Minneapolis, MN

International Decision Systems, Inc. is a world-class software developer of enterprise level software for the commercial finance industry. Headquartered in Minneapolis, MN with global offices in Australia, Europe and India, International Decision Systems, Inc. has a 30-year history of serving the majority of the top 200 leasing organizations worldwide. International Decision Systems, Inc.'s customers are among the largest publicly traded organizations in the world and they value International Decision System, Inc. for its nimble, responsive technology expertise. At International Decision Systems, Inc. you'll be part of an innovative team of professionals who serve the world's commercial finance industry with progressive products and financial depth only available from an integrated strategic partner.

Job Summary:

The Senior Product Manager has global profit and loss responsibility for their product(s) and is accountable for comprehensive market problem discovery, sizing and cross functional leadership to achieve profit goals.

Essential Duties and Responsibilities:

As Senior Product Manager, you 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. You will build products from existing ideas, and help to develop new ideas based on your industry experience and your contact with customers and prospects. You must possess a unique blend of business and technical savvy; a big-picture vision, and the drive to make that vision a reality. You must enjoy spending time in the market to understand the problems and finding innovative solutions that cover the broader market to maximize development ROI. You must be able to communicate with all areas of the company. You will work with Business Analysts to define product release requirements. You will work with Marketing Communications to define the go-to-market strategy, focusing on product positioning, key benefits, and target customer. You will also serve as the internal and external evangelist for your product offering, occasionally working with the sales channel and key customers.

Key Responsibilities:

- Managing the entire product line life cycle from strategic planning to tactical
- Managing the product roadmap, specifying market requirements for current and future products by conducting market research supported by on-going visits to customers, partners and associations (ex. ELFA)
- Driving a solution set across product teams and marketing through market requirements, product contract and positioning.
- Analyzing potential partner relationships for the product.
- Definition and monitoring of sales channel programs.

Additional Responsibilities:

- Organize, prioritize, and handle multiple tasks/assignments/projects.
- Lead and participate in proactive team efforts to achieve departmental and company goals.
- Provide leadership to others through example and sharing of knowledge/skills.
- Perform other duties as assigned.

Qualifications:**Experience/Education:**

- Five+ years work product management.
- Preferred experience in the Equipment Finance and/or Commercial Loan industry.
- Knowledgeable in software system technology
- Bachelor's degree from a four-year college or university, or equivalent experience.
- Pragmatic Marketing Certification required (in place or training completed within one month of hire)

This position requires significant travel to customer and non-customer sites.

Knowledge, Skills and Abilities:

- Excellent communication skills.
- Ability to perform duties with general direction.
- Ability to facilitate discussion, motivate team members, delegate responsibility and respond quickly to issues and concerns.
- Proven experience in leading or coordinating projects.

Candidate must be able to pass criminal and credit background check.

This job description is intended as a summary of the primary responsibilities of and qualifications for this position. The job description is not intended as inclusive of all duties an individual in this position might be asked to perform or of all qualifications that may be required either now or in the future.

As an Equal Opportunity Employer, we are committed to a diverse workforce.

To be considered for this position, please apply at the link below:

<http://manpowernetselect.com/Test//Forms/LoginAssessment.aspx?SecurityKey=DC8A36C5-45C1-4E51-93AC-61015DD367B1>