

Job Title Director of Product Management

Reports To Chief Technology Officer

Department/Division Research & Development

ContractPodAi® is one of the fastest growing legal technology start-up businesses in the world. Our proprietary software product brings substantial efficiencies to the legal function of major and international businesses across all sectors. Our customers comprise global brands from all industries and in every continent. We are seeking a Director of Product Management to join our team!

Purpose of the Role:

The Director of Product Management will be responsible for Developing and Owning Products/features and building a roadmap by identifying the market and customer needs; conducting market research; generating product requirements; determining specifications, coordinating communication between Engineering and business; Go-live timetables, pricing, and time-integrated plans for product introduction; developing marketing strategies.

Job Responsibilities
<ul style="list-style-type: none"> • Determines customers' needs and desires by engaging with business partners and understanding where the Contract Lifecycle Management market is headed
<ul style="list-style-type: none"> • Assesses market competition by comparing the company's product to competitors' products
<ul style="list-style-type: none"> • Coordinate communication between Business owners and Engineering
<ul style="list-style-type: none"> • Conduct Spring Planning meetings
<ul style="list-style-type: none"> • Prepare product/feature marketing communications
<ul style="list-style-type: none"> • Obtains product market impact by working with sales to develop product sales strategies
<ul style="list-style-type: none"> • Assesses product market data by calling on customers with field salespeople and evaluating sales call results
<ul style="list-style-type: none"> • Provides information for management by preparing short-term and long-term product sales forecasts and special reports and analyses, answering questions and requests.

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| <ul style="list-style-type: none">• Brings new features to market by analyzing proposed product/feature requirements and product development programs; preparing return-on-investment analyses; establishing time schedules with engineering. |
| <ul style="list-style-type: none">• Determines product pricing by utilizing market research data; reviewing costs; anticipating volume |
| <ul style="list-style-type: none">• Down the road maintains product management staff by recruiting, selecting, orienting, and training employees |

Skills & Qualifications

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| <ul style="list-style-type: none">• Product Management; People Management; Understanding the Customer; Product Development; Requirements Analysis; Pricing; Planning; Competitive Analysis. |
| <ul style="list-style-type: none">• At least 10 years' experience in a Product Management role, preferably in a SAAS environment. |

ContractPodAi is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, age, marital status, gender identity, national origin, veteran, disability status or any other basis protected by law.

To Apply: Forward CV to Careers@ContractPodAi.com. Please include "Director Product Management" in the subject line.