

Reporting to the VP of Product Management and Strategy, this is an exciting opportunity to manage both the strategic and tactical product management efforts for the Corptax product lines. The Product Management Director is responsible for the entire product lifecycle from understanding market needs, identifying product opportunities, developing revenue generating products and services, training, launch, distribution and product marketing. We are looking for a leader capable of building and managing a “virtual” team; a strong communicator who can build consensus across multiple constituencies, who is comfortable working at both a “macro” and “micro” level – this individual will need to harness the resources of the organization and will be tactical as well as strategic.

Duties:

Work closely with customers and Corptax subject matter experts to develop product requirements for potential products, and drive the strategic roadmap

Gather and prioritize product customer requirements, defining the product vision, and work closely with operations and engineering to manage the products throughout their lifecycles

Perform market analysis including sizing, growth, trends and industry dynamics

Assess new opportunities for solutions into existing or new market segments

Work effectively with cross functional teams to develop product requirements, product positioning, value proposition, and sales tools including datasheets, ROI analysis, customer facing presentations and competitive differentiation

Support the global sales force with positioning and messaging, competitive research, campaign development, training and customer support issues as needed

Conduct comprehensive and on-time delivery of product launches working with the marketing team in producing effective webinars, and supporting collateral, and press releases

Develop in-depth white papers and solution-oriented case-study documentation as required
Responsible for working across the organization to deliver comprehensive product offerings including all go-to-market requirements such as product interoperability requirements/matrices, component pricing and overall pricing structure

Establish new and maintain existing product related business partnerships

Skills/Qualifications:

Must have 4+ years of product or project management experience working with software solutions

Energetic and enthusiastic self-starter with a track record of working autonomously, taking initiative & completing assigned projects on time

Fax your resume to Corptax Recruiting at 847.236.8015 or email at recruiting@corptax.com. Corptax offers a competitive salary and full benefits. EOE/M/F/D/V.

Product Management Director (Chicago)



Excellent written & verbal communication skills

Advanced skills in creating Power Point presentations and Excel spreadsheets preferred
Excellent planning, organization & prioritization skills, with the ability to manager several projects concurrently

Excellent project management and decision-making skills

Ability to succeed while balancing diverse points of view and priorities among software engineers and sales professionals

Technical Experience:

Financial, Accounting or Tax Software experience required

Business Process Automation, Workflow, and/or ERP Software background preferred

Bachelors degree minimum – MBA and or CPA preferred

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