



Job Opportunity

Job Title: Industry Product Manager	Reports To: Sr. Director, Products & Projects
Department: Products & Projects	Schedule: M-F w/ potential weekends

Basic Functions

A successful Industry Product Manager has a firm grasp of the payments industry and where it is headed. They are diligent in their industry research and are well connected in the payments industry. The Industry Product Manager will work closely with the Sales Team to discuss product positioning and solutions. The Industry Product Manager has strong competitive research skills and can develop accurate and thorough content for marketing.

Responsibilities:

- General Manager for a portfolio of Element Products
- Manages Product Budgets and P&L's
- Highly engaged in industry news, including regulatory & compliance changes.
- Conceptually understands product markets and segments and can position product solutions accordingly
- Manages the implementation, and adherence of Beta plans, including identifying the requirements to participate in the Beta and the milestones for moving a product out of Beta
- Feels comfortable being the product expert and can quickly assess whether a proposed solution works with the product appropriately
- Develop business cases, Market Requirement Definitions (MRDs), and Product Requirements Definitions (PRDs) with prioritized features and corresponding justification
- Partners with Marketing to deliver content to internal parties and external customers & partners that promotes our products
- High degree of business acumen

Skills/Requirements

- Minimum of 1-3 years experience as a Product Manager
- Minimum of 2 years of experience in the payments industry
- Proven ability to influence cross-functional teams without formal authority

Working Conditions:

- Potential light travel required per year

Education and Training:

- Bachelor's degree in business, engineering or other related fields. In lieu of degree, may have relevant work experience 5+ years.
- Proficient in Microsoft Office Tools