



Job Opportunity

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

Basic Functions

A Technical Product Manager is fluent in the technical aspects of a portfolio of Element Products. This person will be able to swim in a discussion with Product Architects and Engineers while also having the business savvy to work with the Sales Team to discuss product positioning and solutions. The Technical Product Manager is responsible for defining the technical product needs, managing the product throughout the product lifecycle, gathering and prioritizing product and customer requirements, and working closely with project managers to deliver winning products that adhere to the company's overall strategy and goals.

Responsibilities:

- Feels comfortable being the product expert and can quickly assess whether a proposed solution works with the product appropriately
- General Manager for a portfolio of Element Products
- Manages Product Budgets and P&L's
- Write Statements of Work & Detailed Requirements Documents for technical build out of products
- Develop business cases, Market Requirement Definitions (MRDs), and Product Requirements Definitions (PRDs) with prioritized features and corresponding justification
- Creation, 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
- Work with external third parties to assess partnerships and licensing opportunities
- Develop and maintain competitive analysis of competing products
- Work with operations, finance, risk, sales, and any other necessary teams to price products and develop processes for procuring and fulfilling products
- Brief and train the sales force at quarterly sales meetings. Develop content for Marketing.
- Perform product demos for customers
- Other duties as assigned

Skills/Requirements

- Minimum of 1-3 years experience as a Technical Product Manager or Analyst
- Minimum of 2 years of experience in a job in the payments industry
- Familiar with 3 tier architecture
- Familiar with terminal devices used to accept payments
- Understands the basics of encryption
- 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