

SAI Global
DIRECTOR, PRODUCT MANAGEMENT
Learning Platforms

Department: Product Management, Compliance Americas

Location: Plainsboro, New Jersey or Waltham, Massachusetts preferred.

Company Information:

SAI Global provides organizations around the world with information services and solutions for managing risk, achieving compliance and driving business improvement. We provide aggregated access services to Standards, Handbooks, Legislative and Property publications; we audit, certify and register your product, system or supply chain; we facilitate good governance and awareness of compliance, ethics and policy issues and provide training and improvement solutions to help individuals and organizations succeed. For additional information please visit www.saiglobal.com.

Job Scope and Accountabilities:

- This position drives the strategic direction of SAI Global's learning platforms through a clear understanding of market drivers, customer demands and competitive positioning; and
- Candidate will own a portfolio of Library Management Systems, Certification/Survey solutions, Mobile Learning Infrastructure and a Dashboard Reporting tool from concept to market.

Key Responsibilities:

Direct responsibility for establishing and promoting short- and long-term product strategy, ensuring successful product improvement and expansion in commercial terms; identify, drive, manage and execute key partnership arrangements that will drive revenue and directly influence the productivity of the Sales team through product competency, sales aides and sales process. Specific responsibilities include but are not limited to the following categories:

Product Planning and Releases

- Responsible for overall product life cycle management and overall for a line of business focusing on rationalizing the current portfolio and migrating or retiring legacy course formats to optimize and streamline the ethics and compliance library, as well as producing innovative new offerings such as mobile applications to drive new business;
- Drive and lead strategic product plans from market research and competitive positioning through the development of product road map, detailed functional requirements, pricing, business development, product rollouts and market launch; manage the matrix teams to run processes that drive key business decisions such as release plans, product development, and target markets;
- Establish a living list of enhancements for the product; prioritize those enhancements based on commercial opportunity and work with Product Development scheduling those enhancements;

- Manage efforts to determine what enhancements, features and functions will be scheduled for product releases; includes market analysis of the competitive landscape and identifying new ideas and areas for expansion; requires ROI analysis on key and significant opportunities, an understanding of agile development process to manage the product sprints and daily scrums;
- Research opportunities and general market requirements for identified and prioritized market and product opportunities; includes cost benefit analysis for projects, analysis of the competitive landscape;
- Research and vet potential suppliers to augment product if necessary to meet a client need and determine if the solutions should be productized and resold as part of the product line; and
- This position will work closely with a cross functional team to ensure the products meet the best of breed requirements for engaging and effective learning solutions, the UI Design team to create the front end applications, technology team to select the appropriate tools and build them, operations to streamline their processes and sales and service to market and deploy.

Product Feedback

- Create client communications, survey programs and user groups to gather business requirements and manage the feedback process for product direction;
- Ensure receipt of appropriate feedback from internal teams such as sales and support, is balanced with client needs and market drivers;
- Manage of research projects for market, client and prospect-oriented initiatives; and
- Define project scope and methods, establish timelines, tasks and resources as well as produce final business requirements documents; involves significant team management.

Sales Process Support

- Define product positioning, messaging and value proposition;
- Create sales materials necessary to support the sales process; in general, includes sales kit with fact sheets, presentations, positioning guides and pricing;
- Be knowledgeable with competitive information;
- Complete training sessions for appropriate internal sales teams to ensure their ability to demonstrate and properly position learning platform solutions;
- Provide support on deals and strategizing with the Sales teams on how to win;
- Active review of global pipeline reports, monitor deals and support the sales and client services staff, as needed; and
- Understand the factors involved in the decision making process for significant deals, influence where possible, a positive outcome.

Experience Required:

- Experience with overall product life cycle management for a line of business focusing on rationalizing the current portfolio and migrating or retiring legacy course formats to optimize and streamline the ethics and compliance library, as well as producing innovative new offerings such as mobile applications to drive new business;
- Project planning is critical; individual must have experience performing and compiling research and have the capability to document, communicate and translate research results into specific action plans and manage project plans for implementing product delivery by working with technology teams on a daily basis;

- Understanding of the Software as a Service B2B business model;
- Strong attention to detail, with an ability to follow-up on items to ensure tight timelines and releases are met; and
- Occasional overnight travel required.

Education / Professional Qualifications:

- Requires a bachelor's degree; and
- 8–10 years experience in a product management, product marketing and program management or related field with a demonstrable increase in ownership and success in product management, product planning, business development, client engagement, and market research and sales rollouts and processes.

Interpersonal Skills:

- Excellent interpersonal, written and verbal communication skills required; must be able to present results and action plans with professionalism, authority and credibility to all levels within the Company, as well as externally to prospects and clients;
- Ability to work closely with Technology, Operations, Sales, Services and Marketing to deliver products to market according to plan, ensure full staff readiness and deliver successful product launches to market and manage their life cycles;
- Ability to work collaboratively in a matrix work environment is essential;
- Initiative and desire to work in a fast-paced, small team environment, while self-directing day-to-day activities and prioritizing projects is required; and
- A passion for being market facing and driving the organization to be the same.

Full commitment to conduct business with the utmost integrity and in full compliance with the law is absolutely essential.

To Apply:

Interested and qualified candidates should submit a resume with salary requirements to SAI Global's Human Resources department via email at: SAIGamericas_jobs@saiglobal.com; please reference DPM 030-12.

SAI Global is an equal opportunity employer.