

## **Product Manager**

### *Fraud and Revenue Assurance Solutions (telecoms)*

*Location: Dublin*

Reporting to the Managing Director, the Product Manager will be responsible for:

- Monitoring industry developments, understanding competitive landscape and regulatory environment and identifying market opportunities;
- Understanding customer needs and gathering product requirements;
- Defining product roadmap and strategy;
- Developing new product ideas, prototypes and demonstrations;
- Developing product collateral, pricing models and value propositions for target markets to support sales and marketing activities;
- Creating business cases for new products;
- Working closely with engineering teams to create new products and enhance existing products;
- Responsible for product schedule and budget as it affects the product P/L;
- Responsible for product development schedules and releases;
- Being the lead subject matter expert for allocated products, researching and maintaining current knowledge and expertise on allocated products as well as understanding product drivers;
- Formulation of USPs (unique selling proposition) and bundling of products into service offerings, creating value propositions and case studies;
- Authorship of and maintaining sales collateral;
- Training sales force in product attributes, USPs, sales presentations etc.;
- Representing XINTEC in customer meetings, and at industry and professional events and conferences.

The role will involve frequent international travel, and preparation and participation in industry meetings and events. Liaison with partner organisations, subcontractors and resellers will be required.

He/she will have the opportunity to genuinely make a difference in a dynamic and flexible working environment.

## **Experience**

The ideal person should possess at least 3 years of experience in the area of telecom fraud and/or revenue assurance, whether for a network operator or recognized solution provider or consultancy.

He or she will have an ability to communicate effectively with developers, management, partners and customers – all with differing cultural and technical backgrounds

He/she will have a deep understanding of software development lifecycles, including release management across multiple development, testing, production environments for high performance and high availability server products.

Knowledge of all mainstream technologies and operating environments is a must.

He/she will be motivated self-starter, with the ability to prioritize and work according to strict deadlines in an international environment.

Experience in developing technical marketing collateral and white papers would be an advantage for this position.

The candidate should possess solid oral, written, presentation, interpersonal communication skills.

Fluency in English is a must, and other languages would be an advantage.

### **Our offer**

- A fascinating and challenging job within a fast emerging global software solutions provider;
- A competitive salary & benefits package including a performance-related bonus;
- A chance to be a core team member of a fast-growing and fun company.

Please note that applicants must be EU citizens, or in possession of a valid EU work permit.

**Please send your application form to: [jobs@xintec.com](mailto:jobs@xintec.com)**