



Product Manager

About us:

Revionics is a leader in Retail Life Cycle Price Optimization solutions, which include base price, markdown, and promotion planning and optimization. The Company targets retailers in the Grocery and the various Fast Moving Consumer Goods Segments. Revionics provides sophisticated software that analyzes consumer trends in addition to other variables such as cost, competition, and price strategy, to help determine the best price for each item sold in retail stores. Our technology is delivered on a modern, highly scalable Software-as-a-Service (SaaS) platform. This approach allows retailers of all sizes access to technology and pricing expertise that they may not be able to otherwise afford. Over 20,000 retail locations across grocery, drug, building materials, convenience, general merchandise, discount and sporting goods stores are priced using Revionics solutions.

The Role:

As Product Manager, you will be responsible for the product planning and execution throughout the product lifecycle, including: gathering and prioritizing product and customer requirements, defining the product vision, and working closely with engineering, sales, marketing and support to ensure revenue and customer satisfaction goals are met. You will build products from existing ideas, and help to develop new ideas based on your industry experience and your contact with customers and prospects. You must possess a unique blend of business and technical savvy; a big-picture vision, and the drive to make that vision a reality. You must enjoy spending time in the market to understand their problems, and find innovative solutions for the broader market.

You must be able to communicate with all areas of the company. You will work with an engineering team to define product release requirements. You will work with marketing communications to define the go-to-market strategy, helping them understand the product positioning, key benefits, and target customer. You will also serve as the internal and external evangelist for your product offering, occasionally working with the sales channel and key customers.

KEY RESPONSIBILITIES:

The Product Manager is expected to:

- Define the product strategy and roadmap
- Managing the entire product line life cycle from strategic planning to tactical activities
- Specifying market and product requirements for current and future products by conducting market research supported by on-going visits to customers and non-customers.
- Deliver MRDs and PRDs with prioritized features and corresponding justification
- Work with external third parties to assess partnerships and licensing opportunities
- Be an expert with respect to the competition
- Driving a solution set across development teams (primarily Development/Engineering, and Marketing Communications) through market requirements, product contract, and positioning.
- Developing and implementing a company-wide go-to-market plan, working with all departments to execute.

REQUIREMENTS

- Minimum of 5 experience as a product manager
- Demonstrated success defining and launching products
- Former retail experience
- Knowledgeable in technology.
- Computer Science or Engineering degree or work experience a strong plus.
- Excellent written and verbal communication skills
- Excellent teamwork skills
- Proven ability to influence cross-functional teams without formal authority
- This position requires travel to customer and non-customer sites (25%).

Compensation:

Base Salary, Incentive Pay and Equity Are all negotiable based on the candidates qualifications.

To Apply For This Job:

If you are interested in joining the Revionics team, please e-mail your resume to hr@revionics.com or send a printed version of your resume via U.S. Mail to the following address:

HR Manager
Revionics, Inc.
2998 Douglas Blvd Suite 350
Roseville CA 95661

Note - Not all submissions will result in a response.