

United States Jobs Expertini®

Senior Director, Product Management Connect Portfolio

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Company: Transaction Network Services

Location: United States

Category: other-general

An extraordinarily talented group of individuals work together every day to drive TNS' success, from both professional and personal perspectives. Come join the excellence!

Overview

The role will be responsible for leading the portfolio of TNS' Payment Markets Connectivity across the globe. The portfolio of products includes:

- IOT Connectivity (GWA/DWA AND SIG)
- Device Connectivity (TNSLink for Unattended and TNSPay Mobile)
- Edge Connectivity (TNSLink for Retail, TNSLink SD-WAN and MNSP)
- Enterprise/Cloud/Data Centre Connectivity (TNSConnect)
- Managed Services for TNSLink for Retail, TNSLink SD_WAN and MNSP and TNSConnect

The role is accountable for the full end-to-end product lifecycle, including product strategy(s), product profitability management, pre-sales support, product compliance, product innovation and roadmap delivery.

The role will require you to demonstrate strategic thinking, leadership, experience in telecommunication managed services, and payments

domain expertise would be a plus. Accountability in the role comes from delivering outcomes and requires an individual with a results-driven

mindset to drive the success of the portfolio, requiring an ability to work in a global matrixed environment to deliver results and objectives.

Responsibilities

The strategic value you will bring:

You will be responsible for defining the product vision and strategy, aligning it with the company's overall goals and market opportunities by establishing a clear direction for the product. Being the voice of connectivity across the globe. Understanding trends in payments and what that means to TNS. You will be accountable for driving revenue growth, profitability growth / improvement and expanding the company's market presence by delivering innovative products that meet customer needs and outpace competitors. Influential Leadership: Build and nurture relationships across all levels of the organization, including the Payment Market divisional leadership team. In consultation with our Regional Managing Directors, you will champion the voice of the customer throughout the product lifecycle, ensuring that products are designed and delivered with the end-user in mind.

Our expectations of you include:

Provide global leadership to the Global Connectivity product portfolio. Establishing and maintaining the product portfolio including hardware platforms, strategy and execution.

Product lifecycle management including new product development, lifecycle product planning and management, EOL, and sustainable support of existing products in the portfolio.

Market and customer analysis, requirements development, business case development, collateral content contributions, product strategy, and product positioning.

Excellent understanding and management of Profit and Loss.

Management of vendors – Ensuring best price and value for products and services.

Source of knowledge in your field of expertise, including trends and technologies. The trusted advisor to our engineering and support teams including training on the challenge's customers are trying to solve with combining managed connectivity services and network security.

10+ years of work experience in product management.

7+ years of managed network services product management.

3+ years of prior experience managing software defined network services (e.g., SD-WAN).

Excellent interpersonal, written and verbal communication skills.

Prior success with supporting Pre-Sales activities including training, and client ideations.

For this role, we anticipate paying \$185,500k - \$245,300 annually. This role is eligible for variable pay, issued as a monetary bonus or in another form. Any compensation range provided for a role is an estimate determined by available market data. The actual amount may be higher or lower than the range provided considering each candidate's knowledge, skills, abilities, and geographic location. TNS offers a competitive benefit package including medical and dental coverage, life insurance, paid holidays and vacations, and a 401K plan with company match.

Knowledge of electronic payments and related data security best practices (PCI-DSS) desired.

An indication of your KPI's: Specific quantifiable measures define success for this role:

Financials

Revenue and Profitability Growth in the products and portfolio.

Market Share

Measure changes in market share to gauge the competitiveness of the company's products relative to competitors.

Customer Satisfaction

Measure customer satisfaction through surveys.

Resource Utilization and Efficiency

Track resource allocation and utilization, including budget spending, staffing levels, and productivity metrics, to ensure efficient use of resources.

Competitive Analysis

Assess the effectiveness of competitive analysis and intelligence gathering efforts to inform product strategy and positioning relative to competitors.

Professional Development

Classroom or virtual product and skills training will be required for you to give and participate in.

Qualifications

The Ideal "You":

Product Management Strategy Setting

The ability to develop and communicate a compelling product strategy that aligns with

the company's overall goals and market opportunities across the globe.

Leadership and Communication

The role will support or lead cross-functional teams of product managers, engineers, and marketers. You will be able to build Team capability and regular and ongoing communications that motivate teams to achieve goals / KPI's while fostering a culture of delivering, innovating and collaboration. You will be able to effectively communicate our product vision and strategy to various stakeholders, including executives, team members, customers, and partners, with an ability to distill complex ideas into clear and compelling messages.

Subject Matter Expertise

You will need to have a detailed understanding of the telecommunications managed service industry in the product sets outlined in this position description. A knowledge in payments would also be seen as advantageous.

Product lifecycle Management

You will have a strong background in product management including knowing how to prioritize features, manage product roadmaps, and indirectly drive product development from concept to launch in a global environment.

Results and Outcomes Focused

You will be focused on delivering measurable results and achieving key performance indicators (KPIs) related to product success, such as revenue growth, product profitability, customer satisfaction, and market share growth.

Conflict Management

You can adapt to changing market conditions, customer needs, and internal priorities. You will be comfortable operating in a fast-paced environment and can pivot quickly when necessary.

Partnership Led

You will be able to build and maintain strategic partnerships with key stakeholders, including customers, suppliers, and industry influencers.

If you are passionate about technology, love personal growth and opportunity, come see what TNS is all about!

TNS is an equal opportunity employer. TNS evaluates qualified applicants without regard to race, color, religion, gender, national origin, age, sexual orientation, gender identity or expression, protected veteran status, disability/handicap status or any other legally protected characteristic.

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