



<https://www.vc3.com/job/product-manager/>

Product Manager

Are you interested in joining the team of a successful managed IT services organization with over 25 years of proven success? Here's your opportunity!

VC3 is a dynamic and growing information technology services organization headquartered in Columbia, SC, operating in 16 states.

We're looking for a Product Manager to work closely with our teams **planning and marketing our managed services platform, web application products, and Records Management System software product**. This position will report to Marketing and will work with software development and engineering teams for product planning and product marketing. The Product Manager will need to understand gathering and prioritizing product and client requirements, market trends, market positioning and messaging, and will work closely with technical teams to prioritize architectural roadmaps alongside high-demand capabilities.

Here's what you will be responsible for:

- The lifecycle management of new and existing products that are a part of VC3's targeted portfolio of managed services offerings. This includes:
 - Working with management, sales and technical staff to identify and define new and improve existing products that will add value to VC3's existing and prospective clients.
 - Being aware of market trends, price ranges and demand cycles, and working with financial and operational management to develop appropriate pricing for these products.
 - Working with marketing staff to develop appropriate client messaging and sales enablement materials.
 - Vetting vendors and partners whose products and services are a required component of these products.
 - Maintaining the roadmap for new and existing managed services product offerings.
 - Understanding of user experience, identifying and filling software product gaps, and generating new ideas that help grow market share and improve client experience.
- Creating pre-sales and sales tools such as calculators, configuration tools, and systems that will help our team get our products into our clients' hands.
- Identifying opportunities to increase sales and profitability through focused sales and marketing analysis.
- Identifying product requirements based on market research, analysis, and client.
- Providing input for innovative pricing, promotions, and packaging models.
- Monitoring product financial performance monthly and initiating corrective action where required.
- Staying current with changes and developments in the managed services This includes attending industry-related tradeshows, gathering competitive information on products and services, mainlining market

VC3, Inc.

Job Location

Columbia, SC | Raleigh, NC |
Decatur, GA
Remote work from: South Carolina;
North Carolina; Georgia

Date posted

May 31, 2021

awareness, and sharing this information with internal stakeholders to help drive understanding and growth of products.

- Working closely with engineering and operations staff to ascertain product feasibility and managing implementation.

Here's the background we think will make you successful:

- Bachelor's degree in marketing, business, IT, or related field (preferred).
- 5+ years of experience in managed services product development or related experience. If you haven't been a product manager, maybe you've done similar work as an architect, engineering leader, or in another leadership role.
- Strong background of revenue growth in related position within the industry.
- Strong product management experience preferably gained within the managed services or software arena or any recurring revenue technology product offering.
- Experience managing client relationships.
- Experience managing vendor relationships.
- Strong financial, analytical, project management and problem-solving skills, with high attention to detail.
- Knowledgeable in evolving technologies.
- Strong desire to lead, plan, and manage projects to deliver on strategic plan.
- Strong presentation skills are required.
- Ability to make sound decisions with the information at hand, with the end goal of client satisfaction and positive revenue generation.

And, here is some additional info you will want to know:

- Travel: ability to travel to client locations located throughout the country, mostly east coast; less than 20%.
- Work Schedule: some scheduled work after hours and on weekends.
- Applicant selected will be subject to a criminal, credit, and department of motor vehicles background checks and must meet eligibility requirements for access to classified information.
- VC3 offers a great benefits package, including 401k matching!

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