



**JOB TITLE:**

Product Manager

**SUMMARY:**

A successful Product Manager will be responsible for formulating and reviewing corporate plans, goals, and objectives, as well as conducting product analysis and market research. Through robust financial analysis the Product Manager determines profitability of new product or product enhancements, drives profitable sales for Zayo, and manages the durability of existing revenues.

Through customer interaction and detailed analysis, the Product Manager provides recommendations and sponsors initiatives to grow the business. Ability to develop business metrics, presents findings and make recommendations to management regarding product performance is essential.

Position requires a firm grasp of Zayo's products, positioning, marketing, industry terminology as well as proficiency in MS Excel and PowerPoint. Ability to integrate quickly into Zayo's CRM software and manage workload in a dynamic environment is also critical.

**DUTIES AND RESPONSIBILITIES:**

- Proactive and regular interaction with key customers to ensure products meet the needs of the market
- Responsible for business analysis, recommendations resulting from such analysis
- Ownership of product definitions, positioning and value proposition development, pricing strategy and guidelines, competitive analysis
- Development of high-level objectives to guide promotions and programmatic marketing campaigns
- Responsibility for product segmentation, targeting and positioning
- Ownership of business cases for product enhancements / developments

**SUPERVISORY RESPONSIBILITIES:** None.

**QUALIFICATION REQUIREMENTS:**

- Minimum 3-5 years of product management experience in the telecommunications industry
- Undergraduate business degree and/or MBA with Business emphasis and/or equivalent work experience to support well-developed skills in market analysis, segmentation/targeting/positioning, product strategy, pricing, promotion and distribution strategy and tactics
- Proven ability to work across functional boundaries
- Well-developed financial skills including proven business case development, cost management, budgeting and financial analysis
- Excellent communication skills and professional approach to various media including email, PowerPoint, verbal
- Prior sales and sales engineering experience a plus

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**EDUCATION and/or EXPERIENCE:** Bachelors degree or higher with a business related focus is required. A minimum of three years experience working in a product management or financial analysis position is preferred.

**LANGUAGE SKILLS:** Ability to write reports, business correspondence, procedure manuals, and prepare presentations and proposals. Ability to effectively present information and respond to questions from groups of managers, employees and customers.

**TECHNICAL SKILLS:** Proficiency in the MS Office suite of tools with emphasis on Excel and PowerPoint is required. Knowledge of Salesforce.com platform is a plus.

**REASONING ABILITY:** Ability to solve practical problems and deal with a variety of variables in dynamic situations. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form. Ability to view issues and concerns from multiple perspectives and to keep the 'big picture' in focus.

**OTHER SKILLS and ABILITIES:** Requires an individual who is detailed oriented with superb organizational skills and the ability to multi-task and prioritize. Requires an ability to be flexible in work schedule and to work and meet strict deadlines under no or minimal supervision.

Zayo Bandwidth is an "Equal Opportunity Employer". It is our policy to provide equal employment opportunity for all qualified applicants and employees without regard to race, color, sex, age, religion, national origin, disability, veteran status, or any other protected status under state, federal or local Equal Employment Opportunity Laws.

**To apply: Please submit your resume to [HR@Zayo.com](mailto:HR@Zayo.com)**