



JOB TITLE:
Product Manager

SUMMARY:

A successful Product Manager will be responsible for driving product revenue and managing operational cost and process complexity to improve business performance. Through robust financial analysis, the Product Manager determines profitability of new sales opportunities, drives product and system enhancements, develops, maintains and interprets product performance metrics, and ensures the durability of existing revenue. Through sales force and customer interaction, detailed analysis, and various sales training/enabement programs, the Product Manager provides recommendations and sponsors initiatives to grow the business.

Ability to develop and manage business metrics, present findings and make recommendations to management regarding product performance is essential. Position will require a firm grasp of Zayo's products, positioning, marketing, and 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:

- Ongoing and regular support of key sales channels: solution identification, pricing, business case development and submission, quoting/order process, and overall support of sales growth and customer "partnership" model
- Sales and revenue performance metric management and analysis, and responsibility for developing, delivering and executing on recommendations based on these metrics
- Design and deliver product and process training in various media to sales teams and other internal stakeholders
- Ownership of product definitions, positioning and value proposition development, pricing strategy and guidelines, and competitive analysis
- Development and execution of objectives to guide promotions and programmatic marketing campaigns

QUALIFICATION REQUIREMENTS:

- **Product Manager:** Minimum 3-5 years of product management experience, preferably in the telecommunications industry. Prior sales or sales engineering experience a plus
- **Education:** Undergraduate business degree and/or MBA with business emphasis and/or equivalent work experience to support well-developed skills in financial/product analysis
- **Effective Communication:** 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
- **Financial Analysis:** Well-developed financial skills including business case development, cost management, and financial analysis
- **Application Proficiency:** Proficiency in the MS Office suite of tools with emphasis on Excel and PowerPoint is required. Knowledge of Salesforce.com platform is a plus
- **Other Skills and Abilities:**
 - Strong attention to detail, superb organizational skills, and ability to multi-task and prioritize
 - Ability to work across functional boundaries
 - Ability to solve practical problems and deal with a number 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
 - Ability to be flexible in work schedule and to meet strict deadlines under minimal supervision

To apply: Please submit your resume to mclauson@Zayo.com