

Job title	<i>Head of Product</i>
Reports to	CEO
Work Location	Dallas, Texas – (Remote acceptable for suitable candidate)

tekVizion, the collaboration industry's #1 source for End-to-End continuous testing, interoperability and certification testing is seeking a head of product management. tekVizion is a global leader in automated validation of complex real-time communications and collaboration solutions across UCaaS, CCaaS, and CPaaS service domains. Our customers are industry leading technology providers including Cisco, Microsoft, AWS, Poly, and Zoom, leading service providers such as Lumen, Sprint, British Telecom, and Vodafone-Ziggo, and large enterprises with complex collaboration solution requirements.

Consistently delivering high-quality collaboration service is more challenging than ever. Complex multi-vendor solutions and the shift to CI/CD models have strained even the strongest teams. tekVizion offers continuous testing and unmatched expertise to keep up with the pace of change with our tekVizion 360 intelligent testing service which combines AI and Robotic Process Automation (RPA) based test automation, extensive test infrastructure, and our people-based test engineering expertise. For more information, visit www.tekvizion.com.

Why tekVizion

At tekVizion, everything we do is informed by our core beliefs of quality, reliability, and speed-to-market. For 20 years we've used these beliefs to guide our own growth as a business, and we worked with leading technology firms like Microsoft, Cisco, AWS, Zoom and others who share the same commitment. Every person at tekVizion brings unique talents and experience. We strive to create small teams with freedom to be creative and solve complex collaboration technology problems. We work continuously to build a culture that empowers our team members to do their best work and make a difference for our company and our customers.

We are growing rapidly, and we are laser focused on simplifying and optimizing testing of complex communications and collaboration solutions for our customers. Our tekVizion 360 offer is game-changing, but we only win when our employees succeed. We are committed to your growth and development, and to your entire employee experience.

Job Description

The Head of Product Management is responsible for planning and driving tekVizion products through all phases of the product lifecycle. This position reports directly to the CEO. This position can be remote.

Responsibilities

- Translate the company vision into a product strategy and roadmap
- Lead, define, validate, maintain, and communicate the product strategy and roadmap

- Drive innovative ideas, solutions, and products through key stakeholders with decisive action
- Own the product lifecycle from concept to delivery
- Define the cadence and content of new releases
- Conduct market research to aid in defining the product strategy and direction
- Perform assessment of target markets, addressable market, industry trends, use cases, partner strategy, competitive products, and product fit
- Define and communicate product positioning and messaging including problem and pain definition, solution differentiators, competitive differentiators, benefits, and value propositions
- Own and manage the ecosystem of technology partners
- Define pricing and competitive positioning
- Define product deployment strategy for private and public cloud deployments
- Solicit input for new product enhancements from sales, solution engineers, marketing, customer support, and engineering
- Create and maintain a backlog of proposed product enhancements
- Provide high level requirements to development and work with development to specify technical requirements
- Provide input on the user experience and product design
- Create and communicate product collateral
- Work with sales to identify and define target customers and stakeholders
- Create product pitches and competitive positioning and demo outlines for sales
- Conduct training for account managers, solution engineers, customer success and support
- Support pre-sales engagements with complex or unique customer questions and sales enablement activities
- Be the key evangelist and participate in customer meetings, strategy sessions, press activities, conferences, and discussions with thought leaders and market analysts

Qualifications

- BA/BS in a relevant field, MBA desirable
- 8+ years of experience in B2B product management
- Experience in telephony and collaboration technology
- Experience with cloud and SaaS products
- Experience in building and managing a team
- Proficiency with scrum and agile approaches
- Excellent written, verbal and presentation communication skills
- Outstanding listener, great presenter, terrific interpersonal and communication skills with ability to influence people at all levels and in various functions
- Strong teaming skills: positive teammate, good team builder, experience to bring together diverse views
- Demonstrated ability to think strategically and analytically
- Ability to lead in a constantly evolving environment, manage multiple priorities and ambiguity
- Ability to converse with technical and business stakeholders fluently
- Experience developing relationships with partners and customers
- Self-starter, eager and able to quickly learn technology and approaches

Benefits and perks

- Full time position will full benefits (Health, Dental, Vision, 401K, paid vacation)
- Annual Bonus
- Company stock options
- Above all, opportunity to build an innovative game changing automated testing solutions for collaboration market.