

## **Product Manager**

£50,000 to £60,000 plus benefits

London

### **About Us:**

We are a growing, global IT Software and Computer Consultancy and we are looking for a Product Manager for an exciting new product we have recently launched – Clareti Transaction Control (“CTC”), which is a software-based financial solutions product aimed at controlling financial institution back and middle-office processes.

Our clients are an impressive range of some of the largest blue-chip financial institutions and their customers. Our culture has the feel of a start-up, where your ideas will be listened to, but we are a well-established company with a long and successful history.

We have offices in Bristol, London, Southampton, Sydney, KL, Toronto, Colorado and Texas.

The position will be based at our London office, which is based in the City and reporting directly to the Product Development Director.

### **The Role: Product Manager**

The Product Manager is responsible for both product requirements and product marketing. This includes managing the product throughout the product lifecycle, gathering and prioritising product and customer requirements, defining the product vision, and working closely with product development to deliver winning products. It also includes working with sales, marketing and support to ensure revenue and customer satisfaction goals are met. The Product Manager’s job also includes ensuring that the product and marketing efforts support the company’s overall strategy and goals.

You will be expected to:

- Define the product strategy and roadmap
- Deliver Business Requirements Documents with prioritized features and corresponding justification
- Be an expert with respect to the competition
- Develop the core positioning and messaging for the product
- Perform product demos to customers
- Set pricing to meet revenue and profitability goals
- Develop sales tools and collateral
- Brief and train the sales force
- Brief press and analysts and go on press tours

### **About You:**

You will have:

- Minimum of 3 years experience in Financial Services either at an FS institution or vendor
- Strong understanding of Middle and Back Offices processes across a range of financial products
- Excellent written and verbal communication skills
- Degree educated (MBA preferred)
- Desirable to have a Technical background
- Excellent teamwork skills
- Proven ability to influence cross-functional teams without formal authority
- Must be able to travel 30% of the time



**To Apply:**

For further information please take a look at our website [www.gresham-computing.com](http://www.gresham-computing.com).

If you are as excited as we are about working at Gresham, please apply: send a copy of your CV in plain text, Word or Open Office format, to [jobs@gresham-computing.com](mailto:jobs@gresham-computing.com), quoting **PRODUCT MANAGER** in the subject line.

Close date for applications: Friday 31<sup>st</sup> December 2011.