

Product Manager - Geolocation & Location Data

Since its founding in 2011, SmartyStreets has grown to become a recognized industry leader in location data intelligence. We provide enterprise-grade SaaS solutions for address validation, geocoding and data enrichment around the world. As we've grown, our culture has been built upon creating, building, helping, and collaborating with energy and excitement. We want to enjoy our time together by giving appropriate effort and mastering our respective crafts, being outward toward others, and by doing lots of fun things together. If you aren't enjoying yourself, then you're doing it wrong!

We have an immediate opening for a Geocoding and Location Data Product Manager to work within our Product Management team. As part of this role, you will report to the Chief Product Officer. You will partner closely with nearly all functional groups in the company: engineering, sales, marketing, support, the customer success team, and executives. You will be expected to be highly autonomous and drive your projects from idea to launch. You will research customer needs through direct customer interaction and by understanding vertical and horizontal use cases for the geocoding and location data products.

You will be responsible for expanding our market share in current markets, opening up market share in new markets, and successfully launching new products on a continual basis. Working with each of the specialists in the marketing team, you will coordinate their efforts to deliver an ever-increasing quality and quantity of leads for the sales team. You will be expected to report regularly on key performance indicators and adjust strategies as necessary.

Responsibilities:

- Have Fun! Enjoy the interactions with our customers and your co-workers
- Become the internal and external champion for the Geocoding and Location Data Products
- Work with the Chief Product Officer to develop and execute the product vision and strategy for the SmartyStreets platform.
- Maintain strategic product roadmaps and establish a process for regular communication to key stakeholders.
- Engage in customer interaction to understand and prioritize key product requirements.
- Become a subject matter expert on all SmartyStreets products, and be a public thought leader in the products you manage.
- Lead the process of prioritizing new product features, and planning releases based on established company and product goals.
- Take full ownership in establishing and executing the product lifecycle, from idea to product launch.
- Work with other product team members and the software engineering team to convert customer requirements into detailed product requirements for software engineering.
- Help plan and execute a range of product launch activities.

- Participate in company cultural initiatives and training, including Arbinger methodologies, Crucial Conversations, Getting Things Done (GTD), etc., and apply the learned principles in your work and in your interactions with others.

Requirements:

- 3-5 years of software product management experience, with a proven track record of evangelizing and bringing successful SaaS products to market.
- A knowledge of GIS, geocoding, address cleansing, and location intelligence concepts
- B.A. or B.S. degree in business, geography, or a technical field
- Excellent presentation and communication skills for both small and large audiences.
- Previous experience presenting product strategy and vision, and leading collaborative discussion with business stakeholders and executives.
- Strong organizational and analytical skills, with a track record of measuring and reporting key performance indicators including revenue, market adoption, and up-sell/cross sell.
- Did we mention having fun? Work hard, master your craft, and enjoy the experience along the way.

Compensation, Benefits and Perks:

- Competitive compensation (DOE).
- Paid health and dental insurance premiums.
- Generous PTO benefits.
- 401k retirement plan with matching.
- Ongoing training for professional and career development.
- Great workplace and the tools to accomplish the work.
- Drinks, snacks, team building lunches & activities.
- In office chiropractic services.
- Many other perks, including periodic company retreats and trips to very fun places.

Apply:

- If you meet these qualifications, email a copy of your resume and either introduce yourself in the body of the email, or attach a cover letter to jobs@smartistreets.com. Please use the title of the position you are applying for in the email subject line.
- You are welcome to include references and/or letters of recommendation along with your initial application.
- For more information about the company, please visit us at <https://smartistreets.com>.