

JOB DESCRIPTION

Position: Senior Product Manager – Messaging Solutions	
Location:	Redwood City, California
Date:	February 2008
Reporting To:	
Reporting to You:	N/A
Purpose	Responsible for developing and implementing Clickatell's messaging applications and APIs, targeting Financial Services.
Key Responsibility Areas:	<ul style="list-style-type: none"> Analyze products, competitor offerings and define product requirements for Clickatell's messaging applications, APIs, and analytics. Develop Clickatell's financial services solutions including features, functionality, partners, APIs and integration requirements. Focus on the verticals financial services including credit cards, retail banking and mobile payments. Responsible for settings Clickatell's product vision in the areas of mobile banking, alerting and financial services messaging. Generate product and partner requirements for Clickatell's financial services solutions, including applications and APIs. Manage relationships with external partners to develop a complete product offering and bring it to market. Continuously evaluate success of Clickatell's solutions, adapt the offer and develop new features as required. Generate product documentation, create awareness with sales force and conduct sales training. Ensure synergy with the messaging platform team, online product management, engineering, business development team and sales. Create sales materials such as data sheets, API descriptions, and detailed functional descriptions. Support sales internationally with RFP responses, presentations and occasional customer visits.
Core Competencies:	<ul style="list-style-type: none"> Candidate must have a proven ability to define products and solutions, implement them jointly with engineering or external partners and bring them to market. Creative skills to set vision in the rapidly evolving area of mobile banking to define winning messaging applications and solution capabilities. Position requires in depth understanding of financial services applications and integration environments. Position requires knowledge of the international wireless/mobile messaging market, products and direction of the market. Excellent communication skills are important, since candidate must work across various functional areas (engineering, operations, sales and marketing) and with external partners and customers.

<p>General Competencies:</p>	<ul style="list-style-type: none"> • Proficient with MS Office, MS Project, Excel • Experience with graphics software (Visio, Photoshop) a plus • Ability to independently create proposals and presentations • Problem solving skills and analytical abilities • Project management experience and time management skills • Excellent negotiating skills both internally and externally • Must feel comfortable to give internal and external presentations
<p>Experience and Education:</p>	<ul style="list-style-type: none"> • MS/BS in a technical area. MBA a plus • 5+ years of product management experience in the financial services, mobile banking, or mobile messaging industry. • Good understanding of financial services, software and integration environments, mobile messaging, and software development/sales cycle. • Ability to communicate product vision and work within cross-functional teams. • Strong analytical, marketing and organizational skills.
<p>Personal Characteristics:</p>	<ul style="list-style-type: none"> • Results oriented and creative • Self driven, with entrepreneurial leanings • Good communicator, good interpersonal skills • Analytical skills • High levels of initiative • Team player, a high degree of responsibility • Work well under pressure and react flexibly to change of business needs
<p>Special Requirements:</p>	<p>Regular and on-time attendance. After hours availability if required. Perform on-call duties if required.</p>
<p>Note:</p>	<p>To perform this job successfully, the individual must be able to perform each essential duty satisfactorily. The requirements listed above are representative of the knowledge; skill and/or ability required and are not intended to be an exhaustive list of all duties and responsibilities associated with this job.</p> <p>You will be required to perform all reasonable duties assigned to you or related or incidental to the proper completion of your job tasks;</p> <p>During a colleague's leave of absence from the company or during month end or peak business periods, you may be required to perform other job tasks upon reasonable request from your line manager.</p> <p>Relocation costs (if applicable) will be for own account. Approximately 10 - 20% travel required, some international, 2 weeks at a time.</p>