



Director of Product Development

If you are passionate, innovative and self-motivated, we are inviting you to join our team.

Job Summary

Further develop MetTel's Contact Center Solutions by identifying potential products; conducting market research; generating product requirements; determining specifications, production timetables, pricing, and time-integrated plans for product introduction; developing marketing strategies.

Duties & Responsibilities

- Works with Sales & Sales Engineers to determine customers' needs and desires by specifying the research needed to obtain market information.
- Works with underlying providers to recommend the nature and scope of present and future product lines by reviewing product specifications and requirements; appraising new product ideas and/or product or packaging changes.
- Assesses market competition by comparing the company's product to competitors' products.
- Provides source data for product line communications by defining product marketing communication objectives.
- Obtains product market share by working with sales director to develop product sales strategies.
- Assesses product market data by calling on customers with field salespeople and evaluating sales call results.
- Provides information for management by preparing short-term and long-term product sales forecasts and special reports and analyses; answering questions and requests.
- Contract and Platform negotiation with current and new platform providers.
- Brings new products to market by analyzing proposed product requirements and product development programs; preparing return-on-investment analyses; establishing time schedules with engineering and manufacturing.
- Introduces and markets new products by developing time-integrated plans with sales, advertising, and production.
- Determines product pricing by utilizing market research data; reviewing production and sales costs; anticipating volume; costing special and customized orders.
- Completes operational requirements by scheduling and assigning employees; following up on work results.
- Maintains product management staff by recruiting, selecting, orienting, and training employees.
- Maintains product management staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.



Desired Qualifications

Product Management Experience with an industry leading product/platform/company, People Management Experience, Understanding the Customer, Product Development, Requirements Analysis, Pricing, Planning, Competitive Analysis, Sales Planning, Inventory Control, Financial Planning and Strategy.

Why MetTel

MetTel is a cutting-edge telecom service provider delivering software and telecom services to enterprise companies nationwide. Our teams help create next-generation systems to meet the challenge of today's rapidly changing business climate, and set new standards for the telecom industry. From traditional voice to advanced services, MetTel's extensive partnerships enable us to deliver a complete portfolio of services in the United States, Canada and Puerto Rico as well as global MPLS and VoIP solutions. We believe that each team member is a key to the success and sustainability of the group. In order to achieve this we offer an environment where all professionals can grow and develop their skills and competencies, collaborate with diverse professionals, share knowledge and enjoy a rewarding career.

To Learn More

Visit: www.mettel.net or email us: Career@mettel.net