

Qmarkets is looking for an Outbound Product Manager!

About Qmarkets

Qmarkets, a B2B SAAS company, is an established leader in the field of idea and innovation management, offering solutions to enable enterprises around the world to leverage the wisdom of the crowd. The flexible platform provided by Qmarkets is designed to help clients manage their innovation processes from end to end, as well as locate, analyze, and implement groundbreaking ideas effectively.

At Qmarkets we strongly believe in the infinite potential of collaboration. When people are empowered to work together in a transparent way, they can achieve amazing things.

If you share these values and want to help leading organizations across the globe to achieve them, then we would love to hear from you!

About the Role

Qmarkets is looking for a talented, passionate, and experienced **Outbound Product Manager** to join our Product Team, reporting to VP Product.

The Product Manger role ensures development and product marketing of our Innovation Management Software and timely demonstration and delivery of high-quality solutions based on market requirements, as collected by our marketing, sales, and outbound product organizations

What Will You Do?

- You will understand the market, competition, and champion our users to craft product strategies that will lead to long term success.
- You will establish a shared vision for our product across the company while working with talented, cross-functional, team members across development, support, design, customer success, marketing, sales, etc.
- Own specific products/modules/features from the Qmarkets' products roadmap
- Gather, define scope, and prioritize product requirements from internal stakeholders
- Support the preparation of detailed PRD (product requirements documents), to clearly communicate the full requirements, as well as the business and technical rationale behind your product decisions
- Prepare and support the preparation of all relevant product documentations, including user manuals, scripts for tutorials videos, release notes and more
- Support Qmarkets Sales team during the sales process by preparing and leading complex demos
- Own the demo systems configuration and content to ensure the serve sales team as good as possible
- Answer RFPs and RFIs

About You

- At least 5 years experience in an outbound Product Management Position at a SaaS Company (preferred B2B), including product discussions and demonstrations to prospects and customers
- Have high technical and analytical capabilities to understand, analyze and solve complex customers' requirements and pain points
- Goal-oriented, highly motivated, Fast learner and capable to take full ownership of comprehensive tasks
- A great communicator who can clearly convey messages in both written and oral forms
- Fluent English – both spoken and written
- Bachelor's degree in a technical discipline, preferably Computer Science or Engineering – an advantage
- Willing to join meetings during offline hours (between 7-11 PM) when needed (not more than 2-3 meetings a week)

At Qmarkets we support a diverse and inclusive workplace and believe in equal employment opportunity. We welcome people of different backgrounds, experiences, abilities and perspectives, regardless of race, color, ancestry, religion, age, sex, gender identity, national origin, sexual orientation, citizenship, marital status, disability, or Veteran status.

Please send your CV to: HR@qmarkets.net