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# Example of Advisor, Product Management Job Description

Our company is looking for an advisor, product management. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for advisor, product management

* Influences and manages continuous improvement of development lifecycle process, practices and initiatives
* Collaborate and Drive tier 1 customer engagements, working closely with tier 1 prime(s) and interfacing with the R&D and PLM
* Develop a thorough knowledge of the market dynamics, customer and drivers of change and competitors
* Engage with R&D to explore the art-of-the-possible for the market, evaluating long term competitiveness of investment directions
* Work closely with Sales Lead on strategic engagements and market developments to identify product feature requests and associated commercial strategies
* Translate Customer feature requests into feature requirement specifications with a view to incorporation into Plan-of-Intent and ultimately Plan-of-Record, and develop appropriate pricing strategies
* Act as primary local face-to-face resource for customer interactions, developing relationships with key customer architectural leaders, and feeding back into PLM and R&D organization
* Attend key industry conferences and participate in industry speaking events and technical panels
* Develop and clearly articulate product strategies and associated value propositions
* Assist in the development of business cases in support of Product Line strategies and plans, clearly defining financial, operational and strategic assumptions, goals and objectives

## Qualifications for advisor, product management

* Prior experience in working with sales and customers to accelerate product adoption ,preferred
* Bachelors or Masters’ Degree in CS or equivalent, MBA a strong plus
* 3+ years of software Product Management/Marketing/Engineering preferred
* Overall 7+ years of high tech industry experience
* BS in engineering, computer science or equivalent with 8 years or more experience in a technical role the networking industry
* Experience with IP/MPLS/Ethernet and related network switching & routing products and technologies