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# Example of Director, Product Management Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of director, product management. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for director, product management

* Create and execute go-to-market plan (sales enablement, marketing)
* Leading and directing the development and commercialization of the Company's products and related solutions ensuring adherence to corporate and departmental policies and procedures
* Negotiating priorities and fostering consensus among key stakeholders including Sales, Marketing, Customer Service, Engineering, Finance
* May own business relationships between [Brand] and critical vendors, , GDS, or own relationship with functions
* Work with the business leaders to define what they need to achieve desired results
* May act as a proxy for business in decisions or recommendations
* Perform primary and secondary market research, user experience testing and other market-facing activities to validate ideas
* Write MRDs, PRD and VRDs for new product/prototype development supported by your market research and client/prospect interviews as needed
* Seek out new technology partners to understand their business and how their technology may be integrated into your product concepts (or other Labs products)
* Find early adopters for prototypes to test market viability

## Qualifications for director, product management

* Strong negotiation skills as it relates to feature requests and partner management
* 5+ years of hands-on product management experience
* Strong verbal, written and presentation skills in both Japanese and English
* Strong leadership skills and a proven ability to build-up and lead a virtual team and a willingness to roll-up the sleeves to drive execution and results
* Self-directed and able to work effectively across Business Development, Operations and Engineering teams
* Strategic thinker able to handle complexity and ambiguity