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# Example of Principal Product Management Job Description

Our company is growing rapidly and is looking to fill the role of principal product management. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for principal product management

* Understand our customers inside and out via regular calls, visits, customer briefings, customer advisory board and travel to conferences, summits and customer sites
* Lead teams across AWS, directly or by influence, that drive the adoption of encryption, key management, and data security
* Develop the KMS product strategy and vision and translate it into creative, high quality, simple features
* Make the business decisions that grow the adoption and usage of KMS and accelerate the growth of our overall security business
* Work closely with the engineering teams to design, schedule and deliver in an agile environment
* Launch new features and make sure our sales, marketing, and PR teams are telling the most compelling story
* Invent on behalf of customers in a relatively new security space for AWS
* Works with colleagues in marketing, technology and corporate development to assess build vs
* Drive IDAP enterprise strategy, planning, and design to ensure the program is delivering to current commitments and financial return metrics
* Partner with sales leadership to define the go to market strategy and vision for IDAP capabilities & measure impact of those campaigns

## Qualifications for principal product management

* Deep domain knowledge of talent management, workforce management or human capital management
* 10+ years combined Research Informatics and Research/Early Discovery consulting experience within Life Sciences industry or related areas
* 5+ years leadership experience managing teams
* Demonstrated success partnering directly with engineers and designers in an agile delivery environment to deliver exceptional customer experiences
* Experience managing a product for administrator/datacenter use with a significant UI component
* Previous experience as a product manager for enterprise software products, both on-premise and cloud-based SaaS