

Senior Product Manager

ESO Solutions, Inc. founded in 2004 and headquartered in Austin, Texas, employs industry leaders in EMS, software design, and information technology to create electronic patient care reporting and other software solutions for emergency medical services and fire organizations nationwide. The ESO Pro ePCR Suite delivers an unmatched combination of clinical and operational tools to improve documentation quality, increase operational efficiency and enhance patient care. For more information about ESO Solutions, visit www.esosolutions.com

As an ESO Senior Product Manager, you will guide a team that is charged with expanding and nurturing an existing product line. This extends from increasing the profitability of the existing products to developing new products for the company. You will be primarily focused on “the What” of our product line(s) – leading a team with functional vision and detailed functional requirements. You will help to build products from existing ideas and develop new ideas based on your industry experience and your contact with customers and prospects. You must possess a unique blend of business and technical savvy, a big-picture vision and the drive to make that vision a reality. You must enjoy spending time with customers, prospects and internal teams to understand problems and find innovative ways to solve them.

You must be able to communicate well with all areas of the company. You will work with engineering counterparts to manage sprints and schedule release deadlines. You will work with the executive team and marketing team to define the go-to-market strategy, helping them understand the product positioning and key benefits. You will also serve as the internal and external evangelist for your product offering, working with the sales team and key customers.

Key Responsibilities:

- Specifying market requirements for existing and future products by conducting market research, internal requirements gathering and consulting with clients.
- Playing a leadership role in creating deliverables such as user stories, product roadmaps, release plans and supporting documentation in the product development process.
- Providing direct contributions to development activities via product and release project planning, Agile owner/developer pairing during sprints and daily scrum meetings.
- Evaluating, prioritizing and negotiating feature, schedule and cost trade-offs as product definitions are finalized.
- Developing and implementing a company-wide go-to-market plan, working with all departments to execute.
- Analyzing potential partner relationships for the product.
- Providing product subject matter expertise to customer service, sales, marketing and other functional teams.

Requirements:

- EMS/EMR systems and/or working knowledge of HL7 integration
- 5+ years of software marketing/product management experience
- Experience with the Agile software development process and SaaS (Software as a Service) environment
- Significant experience writing detailed business and product requirements
- Strong work ethic and desire to work in a fast-paced, fun and demanding environment
- Computer Science or Engineering degree or work experience a strong plus