

SafeNet Employment

GET INSIDE

At SafeNet, our goal is to employ the brightest and most talented people in the industry. With more than 30 offices worldwide and more than 1,100 employees, we know the importance of hiring the very best to make our company succeed. No matter what the job is—Tech Writer, Software Engineer, or Customer Service Rep—we're always looking for our future leaders. If you're seeking a challenging career and would like the opportunity to advance, then SafeNet may be right for you. SafeNet, get inside.

We are currently recruiting for the following position to be located at our corporate headquarters in Belcamp, Maryland.

Business Operations Manager

Summary:

Responsible for product management execution which is fully aligned with the strategic goals of the organization and is accomplished with maximum efficiency and effectiveness. Benefits will include better products, faster time-to-market and increased revenues. Organizationally, the role is concerned with optimizing intra- and inter-department processes and procedures including the main interactions with Engineering, Finance, Operations, Sales & Marketing.

Qualification Requirements:

Education:

BS degree in a related field (i.e. finance, accounting) or equivalent qualifications, MBA desirable

Experience:

5 years of business experience in business and financial planning and analysis. Working knowledge of the security market place and hardware and software security products .

Ability to understand core business problems faced by customers and to translate those into product positioning and pricing strategies to win against the competition.

Proven track record of working closely with product management, engineering, sales, marketing, operations, and finance over the product lifecycle to maximize return on investment for individual and product families.

Good understanding of the security marketplace especially data encryption and key management

Demonstrated success in ensuring product business plans are accurate, complete, competitive and executable within the agreed to resource and schedule.

Skills:

- Excellent technical knowledge of budgeting, investment management and financial analysis processes
- Proficient with PCs, MS Excel, MD Access and accounting software
- Good Public Speaking skills
- Strong verbal and written communication skills
- Good organization skills
- Team player
- Ability to effectively converse on complex topics and strategic concepts with a diverse group of individuals.
- Able to understand the competitive environment and to do deep dives into the key competitors capabilities
- Self motivated and flexible
- Ability to develop product road maps, go to market strategies, and pricing structures in collaboration with sales , marketing, engineering and operations.
- Capable of interacting effectively with senior executives within and outside the company and selling product road maps and strategies across the enterprise.

Essential Duties and Responsibilities: include, but are not limited, to, the following:

- **20% Product Planning & Roadmaps :** Working closely with finance and product management , ensure that current and accurate road maps exists for all products including product capabilities, pricing , profitability, and revenue and growth projections.
- **30% Business Operations:** Develop guidelines for reporting the health of products and product lines as well as measuring the overall performance of the division in both the short and long run.Track from receipt to award the status of all RFI/RFPs. Perform win loss analysis, develop pricing, discounting, and multi product bundling strategies to optimize revenue and profitability. Establish timely reporting and perform analysis to guide tactical decision to capture near term opportunities and to influence changes in investments during the fiscal year.
- **30% Metrics:** Work with executive management and the financial reporting process to determine measurable and meaningful metrics for how well the department is executing against its tactical guidelines and plans as well as its strategic goals. Gather and analyze feedback from Sales, Marketing, Engineering, finance and the market. Develops and maintains business plans focused on ROI and opportunity cost to improve decisions and increase growth within the business unit.
- **10% ERP Integration:** Lead the integration of the various Product Management functions into the company's Oracle ERP implementation. Align the reporting capabilities of the Oracle implementation with the business objectives of product management. Future ERP modules will likely include Quoting, Customer Requirements Management, Program/Project Management, Project Module and Time-tracking implementation.

We offer competitive salaries, an excellent benefits package, telecommuting opportunities for some positions and a beautiful corporate headquarters overseeing the Bush River in Harford County, Maryland.

On site, our employees can take time from their busy days and unwind in our fitness center. At no cost to our employees, our fitness center includes a nice selection of stationary bikes, treadmills, elliptical machines and an all purpose multi-station gym.

Our 3rd floor break room is an ideal place to spend your lunch time with other co-workers. Fully equipped kitchen appliances and an ample selection of vending choices will give you a variety of options with lunches and dinners. A cable TV, air hockey and ping pong tables will unfortunately make your lunch break go by very fast. We are minutes away from many restaurants and “lunch places” and a few miles down the road from I-95.

To apply for this position please send your resume to humanresources@safenet-inc.com

SafeNet is an Equal Opportunity Employer

