



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.

Director of Product Management

Summary:

Directs, develops and oversees High Speed, HSM & Government Type I Product families and ensures achievement of strategic revenue objectives. Works closely with various management levels. Responsible and oversees the entire lifecycle of products, working closely with development teams from product initiation to delivery to eventual product retirement. Keeps executive-level management informed of departmental progress and problems. Responsible for resource allocation, including budget and personnel.

Qualification Requirements:

Education:

BS degree in a technical field (i.e. computer science, engineering etc.) or equivalent qualifications, MBA desirable

Experience:

10 years of product management experience in the field of security and encryption products and software or closely related fields.

5 years in leadership role

Must have a strong background and proven results in strategy and business planning for Enterprise commercial software.

Demonstrated success in developing new product requirements, roadmaps, and business plans that meet or exceed their revenue and profit expectations.

Success in positioning products to win in competitive environments and consistently winning against the key competitors

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

Ability to understand core business problems faced by customers and to translate those into security product requirements that can successfully address the business problems.

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

Skills:

- 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:

Oversees product line businesses to meet revenue and profitability objective for the company to include product management processes—business case templates, market assessments, etc.

- Manages personnel activities of product management team (i.e. hires, fires, rewards, appraisals, coaching, etc).
- Provides training/mentoring to develop team members in roles

Customer Focus

- Works with sales, marketing communications, and customer and product support to differentiate the product or product family.
- Maintains close relationships with customers to remain aware of customer needs and perspective.

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

