



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.

Sr. Product Manager

Introduction

SafeNet has seen significant growth over the years and is currently one of the largest pure security companies in the world. While we generate 500MM dollars in revenue and are very profitable, we are still privately held and well positioned for an IPO. With all of this success and momentum we are now poised to move to the next level through Enterprise Data Protection Strategy. SafeNet offers intelligent protection that follows your data throughout the enterprise and beyond. In addition we are one of the leading providers of Government Type 1 encryption solutions for protecting classified information. We are looking for a senior product manager to drive the Government Type 1 product offering towards significant growth. The right person will be primarily responsible for inbound and outbound product management for one or more Government Type 1 products and will work closely with sales, marketing, business development, engineering, and operations.

Summary:

The product manager is the business owner for a particular product and/or product family and ensures achievement of strategic revenue objectives for a specific product or product family. Researches market trends/needs and articulates findings in the form of product requirements. Plays proactive role in product planning and design to ensure the product is differentiated from competitors in the marketplace. Leads the product decision process for new product development and product upgrades. Involved throughout the entire lifecycle of the product, working closely with development, sales and marketing; operations and technical support teams from product initiation to delivery and to eventual product retirement. This particular position is focused on Government Type 1 encryption products.

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.

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 government customers and to translate those into security product requirements that can successfully address the government problems.

Demonstrated skills at leveraging large installed base of encryption products to create new products and services to expand revenue and profitability

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:

Develops and leads the product/product line business to meet revenue and profitability objective for the company

- Define product characteristics, positioning, packaging and pricing
- Develop and champion approval of business case and business plans for new products up through executive level.
- Maintain information on competitive offerings, be able to deliver clearly

differentiated products, and communicate the superior value of the SafeNet products

- Understand the needs of target customers and translate those needs into technical product requirements and provide prioritized direction to the Product Development team
- Manage products through their life cycle to meet revenue, profit, and return on investment objectives in both short and long term.
- Works closely with marketing and sales on product positioning and messaging and identifying target customers and use cases.

Training/Marketing

- Provide training to field personnel including direct and channel account managers, sales managers, and sales engineers
- Participates in speaking engagements including user conferences, trade shows and industry events
- Know the technical features and functions of the delivered products and works with Product Marketing to communicate their benefits and value to sales personnel and prospects.

Customer Focus

- Works closely with sales, marketing communications, and customer and product support to differentiate the product or product family. Resolves issues and problems that will affect product success.
- Maintains close relationships with customers to remain aware of customer needs and perspectives

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

