

Title: Product Manager

Location: White Plains

Reports to: President & CEO

Job Summary: The Product Manager is responsible for the overall product development and management discipline within Pentegra. The Product Manager develops and manages products for marketplace success and profitability.

Essential Functions:

- Responsible for defining and documenting the product definition including pricing and product variability permitted within each segment.
- Creates and makes the business case for new products or changes to existing products in order to ensure the overall strategic product roadmap remains competitive.
- Ensures products are innovative and competitive in the marketplace based on competitor and industry data.
- Supports others (e.g. Sales, Ops, DB, etc.) in their project management responsibilities around product development efforts including defining business requirements.
- Mobilizes internal or external resources (e.g. task force leaders or others who are or will be trained in Pentegra's product development methods) to ensure the end to end processes in support of the products are as efficient and effective as possible.
- Serves as the subject matter expert on products and provides training to staff and responds as needed to both technical and general questions. To the extent the Product Manager cannot be the subject matter expert for a particular product, the Product Manager identifies and coordinates with the appropriate subject matter experts to provide support for those products.
- Responsible for the overall governance of the products including exception management for both prospects and clients.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks and participating in professional societies.
- Determines product pricing by utilizing market research data, reviewing administrative costs and sales costs.
- The Product Manager will be part of the committee to ensure that the proposed business is viable and fits our products.
- Facilitate training at all Pentegra locations and at Sales Team functions.

Requirements:

- Bachelor's Degree (Business Administration; Finance; Marketing; Communications)
- 10+ years retirement plan industry experience
- Experience in industry product development and/or management
- Must have strong written and verbal communications skills; analytical skills, leadership ability and solid interpersonal skills.
- Ability to work both independently and within a team
- Some Travel required (i.e. vendor site visits, Pentegra locations; Sales functions; training, etc.)