



UPN is currently looking for a **Product Marketing Manager** who will be responsible for owning product planning and implementation throughout the lifecycle, as well as serving as a product subject matter expert within the Marketing organization. This includes gathering and prioritizing customer requirements, contributing to the product vision, and working closely with Engineering, Sales, Marketing and Support to ensure stakeholder satisfaction goals are met. This position also includes ensuring that the product supports UPN's overall goals and strategy.

Specific responsibilities include:

- Learn existing products and functionality
- Develop and oversee the product marketing messaging
- Help employees educate prospective customers by creating energizing content, case studies, key wins, etc.
- Assist management by maintaining product strategy and roadmap
- Gather required product functionality for new and existing products
- Host review meetings and promote the product internally and externally
- Occasional attendance at trade shows/client locations
- Own several products through their entire lifecycle
- Deliver business requirement documents
- Train customers, partners, sales staff and field engineering on new products
- Research integration opportunities with compatible third-party products
- Maintain close relationships with industry working groups
- Review and prioritize incoming feature requests
- Run trial programs with early-stage products and samples
- Monitor industry product offerings and identify unmet customer needs and market opportunities
- Be a leader within the company
- Join sales calls and handle questions on functionality

Requirements for this position include:

- Bachelor's Degree
- Success in launching excellent products
- Ability to travel as needed
- Experience in the telecommunications industry

Salary commensurate with education and experience. Qualified candidates interested in this opportunity should submit their cover letter and resume.

UPN is an Equal Employment Opportunity/Affirmative Action Employer: M/F/D/V

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