



UPN is currently looking for a **Product Manager** located in **Kansas City, MO** who will be responsible for identifying new products and features complimenting UPN's business model to expand service offerings, increase market share, and grow revenue. This position will be responsible for owning services from conception to implementation throughout the entire product lifecycle. Daily duties include working closely with internal and external resources to ensure stakeholder satisfaction goals are achieved and validating the products align with UPN's overall vision, strategy and goals. The position requires a confident leader who takes initiative and has experience guiding cross-functional teams and managing a diverse portfolio of new and existing products.

Specific responsibilities include:

- Learn and understand UPN's existing product suite and associated capabilities
- Develop and oversee the product marketing messaging
- Help employees educate prospective customers by creating energizing content, case studies, key wins, etc.
- Originate and coordinate communications that are product evolution related
- Organize and lead internal product investigation and development meetings
- Conduct market research, product research, competitive analysis, positioning, and continuously monitor the industry landscape
- Develop and own the product planning, strategy, messaging, and roadmap
- Review and prioritize product rollout importance
- Define, implement, and preserve production timelines across multiple departmental organizations
- Identify, detail, and document the specific requirements for each product considered
- Build RFI/RFPs, analyze the data received, and compile within easy-to-understand documentation
- Assemble and organize objectives, scopes, requirements, capabilities, feature sets, costs, revenue forecasts, breakeven points, ROI, and risks
- Create and deliver new product presentation suggestions to internal Senior & Executive leadership teams for consideration of adoption
- Act as a project manager at times to coordinate and ensure all involved departments are on schedule
- Collaborate closely with Marketing, Solutions Engineering, Network Engineering, Sales, and other internal divisions throughout the product development stages.
- Establish and maintain close relationships with industry vendors to communicate, interview, negotiate, and partner utilizing their compatible third-party service offerings
- Assist UPN's sales teams to educate prospective customers by creating energizing content, case studies, key wins, and other necessary collateral
- Create product training and messaging for customers, partners, and internal UPN operations/sales team members

Skills and Requirements for this position include:

- Bachelor's Degree

- Understand Fiber Optic Network Design principles and implementation
- Understand DWDM, MPLS, WAVE, EPL, IP, BGP, DDoS, SD-Wan, Cloud, Etc
- Possess exceptional writing and editing abilities combined with strong presentation and communication skills
- Be able to effectively organize and lead a cross-functional teams within multiple departments
- Oversee all elements of the product development lifecycle
- Ability to travel as needed to meet with vendors and attend conventions

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 Employer

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