

Senior Product Manager

Today HarvestMark® traceability can be found on more than 350 million produce packages, from strawberries, to watermelons, potatoes, onions, tomatoes, and more. Each item is linked to a unique profile delivered by the HarvestMark platform. HarvestMark puts the farmer in the kitchen, enhances food safety, and creates a connection that lets buyers and consumers know their food is safe, fresh, and where it comes from.

YottaMark, Inc. is the leader in product authentication and traceability solutions, and a winner of the 2009 Red Herring Top 100 award. Our HarvestMark solution is used across the produce industry to enhance food safety, connect produce buyers and sellers, and create new connections between the farm and the consumer.

We are venture funded, fast growing company, developing new SaaS products. We have a growing IP portfolio, unique tools and algorithms, a robust and scalable back-end, and a consumer-facing portal. To fuel our product expansion, we are looking for a Senior Product Manager to lead the creation of products that differentiate our position in the market, drive growth, and change the way the supply chain and consumers interact with food.

The Senior Product Manager is responsible for the inbound marketing side of the business, translating customer requirements into product requirements, defining features, positioning the product to stand-out from the competition, and driving the product roadmap.

If you have a track record of building innovative, award-winning products, we want to talk to you.

Responsibilities:

- Understand customer requirements, model business requirements, set the product roadmap, and define what should be built and when to meet the growing needs of our business
- Use in-depth understanding of customer workflows and user behavior to improve product ease of use and performance.
- Work closely with engineering and the marketing team to define the user experiences and use cases for our products
- Help develop market segmentation and go-to-market strategies, in partnership with the marketing and sales team
- Work with sales, software engineers, and field solutions engineers to translate unmet customer needs into new value-added features.
- Develop business models, monetization strategies, and partnering strategies to maximize success for our customers and our shareholders

Requirements:

- 7 – 10 years product management experience building hosted and client-server products
- Experience with agriculture, retail grocery, or supply chain and manufacturing industries desired
- Proven track record developing either enterprise products or hosted applications, with demonstrated experience converting customer requirements to product requirements
- Software product lifecycle experience required, playing the role of product manager or program manager
- Software or web development background a plus

- Workflow design and analysis helpful in understanding how to adapt products to the existing business processes of the customer
- Must have experience in start-up environments and demonstrate a passion for customer satisfaction.
- Degree in engineering or computer science. MBA preferred.
- Fluency in Spanish a plus.

If you have the passion for creating great products and a great company, submit your resume to jobs@yottamark.com. Include "Senior Product Manager" in the subject line.

To all recruitment agencies: YottaMark only accepts agency resumes from agencies with an approved agency contract . Agencies must contact Human Resources. Please do not forward resumes to our jobs alias, YottaMark employees or any other company location. YottaMark is not responsible for any fees related to unsolicited resumes.

YottaMark is an equal opportunity employer. Employment here is based solely upon one's individual merit and qualifications directly related to professional competence. We don't discriminate on the basis of race, color, religion, national origin, ancestry, pregnancy status, sex, age, marital status, disability, medical condition, sexual orientation, gender identity, or any other characteristics protected by law. We will also make all reasonable accommodations to meet our obligations under the Americans with Disabilities Act (ADA) and state disability laws.