

Product Strategist - Seattle

Nintex is the world's leading SharePoint workflow company, with over 3000 customers in 90 countries serviced by a global network of high quality partners and service providers. Nintex delivers innovative software and cloud services that empower organizations to automate business processes, quickly and easily.

We are looking for an experienced and passionate Product Strategist. The position reports to the VP of Product Management and is responsible for outlining business, pricing and financial models for long-term product lifecycle strategy and profitability. The Product Strategist evaluates market opportunities, monetization strategies, price sensitivity and channel capacity. This role also derives business and market insight based on research and analysis.

This position is part of the Product Management team, which is accountable for product differentiation, customer adoption and satisfaction, competitive share leadership, as well as sales growth, profitability and shareholder value. The position works closely with Technical Product Managers and Product Marketers as well as teams in R&D, Finance, Marketing and IT systems.

The ideal candidate will have extensive experience in product planning, strategic analysis, business modeling, pricing and market research. Additionally, the candidate will possess strong skills in communications, analysis as well as in interfacing with multiple internal departments and networking with customers, partners and other external stakeholders.

In this role you will:

- Size market opportunities as well as create pricing strategies and business models for the portfolio
- Derive market intelligence, via research, profiling surveys and deep analysis
- Define approaches for profiling, segmentation and customer satisfaction studies
- Identify IP required to capitalize growth opportunities and maintain competitive edge
- Analyze competitors' business models and investments

You will come to us with:

- Minimum of 5 years of product management or planning experience, preferably in B2B technology
- MBA or equivalent experience in business strategy, consulting or an analyst research firm
- Understanding of Process Automation and/or SharePoint markets is desirable
- Experience in planning business and pricing strategies, preferably in SaaS/cloud subscriptions
- Experience conducting market research and competitive analysis
- Experience conducting and establishing process for systematic win/loss analysis
- Comfortable using analytical tools and CRM systems

We offer:

- A great place to work
- An awesome team of people to work with
- Personal and Career development
- A company that genuinely cares about you
- Flexibility to work in the way that brings out the best in you
- The ability to do what you love, in an environment that supports you
- 401K and Health
- Cell phone and home internet allowances
- Training, support, coaching and development

Our commitment to you is to give you opportunities to help you take your career to the next level!

If this sounds like you, please apply by sending your resume and cover letter to hireme@nintex.com