

# Product Manager- Technical

---

## Enseo

For more than 18 years, Enseo has been known as the backbone of the hospitality in-room experience. The company's superior products, including set-back boxes and applications, are preferred by the world's largest hotel groups. Enseo is a dynamic and fast-paced technology provider that is transforming industries with emerging digital products. We are always on the lookout for world-class talent with a passion for exceeding expectations. Is that you?

## General Description

Our Product Managers collaborate to develop potential products; conduct market research; generate product requirements; determine specifications, production timetables, pricing, and time-integrated plans for product introduction. You will be the Subject Matter Expert on our existing offerings and aid the Sales and Marketing teams in customer meetings and demonstrations.

## Skills

- Do you have a BS Engineering degree in either electrical, mechanical, industrial or software?
- Do you love working with large datasets using spreadsheets, data bases and tools such as Tableau?
- Are you a self-proclaimed "Data Junkie"?
- Is being organized and detail-oriented in your DNA?
- Do you enjoy talking to customers both on the phone and in person?
- Can you listen, anticipate and understand customer needs and requirements?
- Is working with cross-functional teams and being the subject matter expert your peers on the latest and greatest products and offerings exciting and rewarding for you?

## Responsibilities

- You will quickly become an expert on the Enseo platform and our suite of product offerings.
- You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives by educating your internal colleagues and external customers on the benefits of Enseo's products.
- You will support new sales opportunities by collaborating with your Sales Colleagues on customer pretentions as a technical/product resource both in person and via phone.
- You will understand customer needs and technical requirements and be able to relay that accurate information to the sales executives to provide accurate proposals and close deals.
- You will research industry trends and help make improvements and recommendations to our products.
- You will analyze and report statistics on product performance at our customer sites and make recommendations for future enhancements or upgrades.

## Benefits

We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive pay and an extensive benefits package including paid time off, medical, dental and vision benefits. Plus, we work to maintain the best possible environment for our employees and strive to provide a collaborative, creative environment where each person feels encouraged to contribute to our processes, decisions, planning and culture.

**Please send resume to Katy Ericson, Vice President of Human Resources at [kericson@enseo.com](mailto:kericson@enseo.com)**