



Position: Product Manager

Department: Product Management

Reports to: Chief Product Officer

Location: Remote

Prepaid Technologies, with headquarters in Birmingham Alabama, is a fast-growing company that offers electronic payment solutions to businesses throughout the US. These solutions utilize Visa and MasterCard prepaid vehicles and are distributed primarily through corporations. Our focus is on providing corporate payment solutions related to the following prepaid products: Payroll, Corporate Reward and Incentive, Corporate Purchasing, and Corporate Disbursement.

For the past several years we have experienced tremendous growth and we continue to see a phenomenal opportunity in the prepaid industry. We have a great company, an excellent team, and years of experience developing prepaid products and managing prepaid programs.

Our growth has created opportunities to expand our Product team and are currently seeking individuals to join the team. This team supports all departments of Prepaid Technologies.

Through our recent acquisition of WorkStride, the scope of services continues to expand into the value creation systems that utilize our payment products. These horizontal and vertical expansions create a need for high caliber team members to find new ways to gain leverage and bring value to our clients.

Position Summary

As Prepaid Technologies Product Manager, you will be responsible for overseeing all activities relating to the research, design and prioritization of product features, development of platform roadmap and related execution activities as well as participating in the long-term strategic growth initiatives supporting the executive leadership team.

Responsibilities include, but are not limited to:

Product Managers are responsible for overseeing and managing the production of a product/feature/improvement from beginning to end, which can involve:

- Research and market understanding will come through building competitive intelligence, internal team data gathering (customer service, operations, and others), establishing regular client interaction and via sales team support activities.
- The roadmap will also be grounded with financial modeling and roll into a go-to-market structure supported with marketing and in line with corporate goals and revenue objectives.
- The development teams will take direction on priority and feature or platform improvement requirements from the Product Manager.
- Partnership with the marketing team in defining product marketing in support of feature and solution rollouts leveraging available communication tools for promotion and feedback.

- Ensure there is always measurement of each product/feature/improvement that are tied to the core KPIs and profitability guidelines.

Product Managers are also responsible for contributing to the evolution of a high performing Product Management Function:

- The Product Manager will also have responsibility to recognize opportunities to implement procedures and regimen for the PM function within the larger organization.
- This includes how the interaction with the development team can be optimized.
- Additionally, this will include how the interactions with Sales and Key Account Manager teams can be efficiently leveraged into the product strategy, and how the Product Team can assist in proactive discussions around non-standard requests. (It's just as important to know when a request might not be supported as it is to respond in the affirmative.)
- Establishing ongoing platform KPIs where they are needed. Developing management reporting to feed back into the development cycle and to track ongoing metrics against forecasts.

Key product responsibilities: These will be assigned by the Chief Product Officer based on the overall team capacity and skill sets:

- Ownership can be assigned to a feature set or platform, or more directly tying responsibility to market segments or GTM strategies (i.e., channels versus direct, or Payroll versus Disbursements).
- Payment services are extended into and across the Engagement and Channel Incentive platforms, SaaS service model as well. These will be included in responsibilities for the team, focused on how the core services can be deployed into these platforms efficiently, driving additional value to the enterprise.
- Additional role distinctions will be developed as the sales/client interactions require more sales engineering support in certain circumstances.
- All responsibilities will be tied to measurement, KPIs and financial performance.

Required Skills:

- At least 10 years in a comparable Product Management role.
- 5 years or more in the payments or prepaid industry.
- College degree is required, and an advanced degree is preferred.

Travel - required as needed in support of sales, client interactions or as part of market research or partnership/channel activities. Travel to Birmingham will be expected on a regular schedule as well in support of feature/requirements grooming or team functions.

Core Values

- We look for **Solutions** and ask, "Why Not?"
- We are **Nimble** and **Creative** and use those strengths to **Innovate**
- We embrace and leverage **Technology**
- We have **Passion** for our work and our customers
- We row together with **Respect** for everyone we work with
- We have **Fun** – life is short

Working at Prepaid Technologies:

- Flexibility, honesty, trustworthy and caring
- Paid vacation
- Competitive compensation
- Rapidly growing small business
- Casual, but energetic work environment
- Employee benefits plan
- 401K program with company match