

Lingospot develops and markets hosted software applications to the world's leading online publishers, including Forbes.com, Gannett (publisher of USA Today), Sky Sports and The Sacramento Bee. Our small team is making a big impact on the online publishing space and we are looking for entrepreneurially minded, energetic, adaptable and smart individuals to roll up their sleeves and help us rapidly build and evolve next generation applications for online content delivery. Lingospot is based in Westwood Village, in Los Angeles.

Position Overview

Reporting to the CEO, the Product Manager will be responsible for both product planning and product marketing. This includes gathering and prioritizing product and customer requirements, defining the product vision, and working closely with engineering, to deliver quality products on time. The Product Manager will also work closely with the sales team to ensure customer satisfaction goals are met. The Product Manager will be the liaison between Lingospot and the customer both pre- and post-sale. He or she will ensure that engineering, sales, and support are working in sync to establish and grow profitable customer relationships.

Responsibilities

- Actively contribute to the product strategy and roadmap
- Monitor and assess competitive offerings on an ongoing basis
- Develop core positioning and messaging for the product
- Develop sales tools and collateral
- Conduct product demos for customers
- Create customer training materials and conduct training sessions
- Coordinate and prioritize customer requests
- Maintain a prioritized product requirements database
- Perform ongoing account management

Qualifications

- 3- 5 years experience as a Product Manager or Product Marketing Manager
- Demonstrated success defining and launching software products
- Excellent written and verbal communication skills
- BA/BS in Computer Science or a related technical field
- Strong technical understanding and ability to work with engineers
- Understanding of web technologies
- Excellent organizational and analytical skills
- Must be able to travel 20% of the time
- Previous startup experience a plus, but not required

Working at Lingospot

As a young startup, Lingospot offers employees the opportunity to capitalize on the future success of the company via generous equity option packages. In addition, we offer competitive salaries, full PPO health, dental & vision insurance and the opportunity to make a difference working within a fun, flexible, challenging and extremely rewarding environment. If you are interested in meeting our team, please contact careers@lingospot.com. Include a resume and related online resources (blog, LinkedIn profile, Twitter account, etc.)