

Constellation Dealership Group: DIS

Job Title: Director of Product
Department: Leadership/Product
Position Type: Fulltime/Permanent
Location: Bellingham, WA or North America Remote

The Company:

Dealer Information Systems Corporation (DIS) is a leading business management software provider to agricultural, construction, truck refrigeration, and lift truck dealers in North America. Founded in 1980 and based out of Bellingham WA (USA), we are a team of 150+ professionals providing Software and Network Management solutions along with first class Support and Services to our North American customers.

The Division Profile:

<https://www.discorp.com/>

The Position's Mission:

We are looking for a **Director of Product** who will be focused on leading and working with our Product team, along with our customers, to strategize and design solutions and products that solve our customers' problems and provide long-term strategic value. The ideal candidate must have experience with Product Management, People Management, Agile Methodologies, as well as Best Practices Implementation. The Director of Product is responsible for both product planning and ownership of mature products. This includes gathering and prioritizing product ideation, features/functionality, customer requirements, defining the product vision, working closely with engineering to deliver winning products and managing the product throughout the lifecycle. It also includes working with sales and marketing, our professional services team and support to ensure revenue and customer satisfaction goals are met. Excellent and timely verbal and written communication skills are a must. You will also be part of the Leadership team at DIS reporting directly to the General Manager.

Outcomes:

1. People:

a. Organize and continue to build a Problem Solving/Customer Centric Product Organization. This is centered around the Core application, Manufacturing Integrations, Third-Party Integrations, and Product Add-On's, whether we build, buy, or partner on needed product solutions.

b. Define and outline standard work with clear roles and responsibilities for the various roles on the Product team: Initiative Manager/Product Manager, Product Owner, and Business Analyst.

2. Process:

- a. Create and outline a standard process flow/management; develop a process to ensure alignment/communication amongst the internal Product team, the internal Departments (Sales & Marketing, Implementation & Training, and Support Services), and our customers.
- b. Drive best practices for all Product processes, including product delivery, rollout and feedback.
- c. Ensure the best technology and tools are in place to have the most efficient team.

3. Product:

- a. Develop a product understanding and create and manage a Product Inventory listing.
- b. Working with your product team, help create and drive the Product strategy and roadmap for each Product.
- c. Ensure internal and external engagement to best understand the needs of our customers when creating solutions. Working closely with our customers is critical when building Product.
- d. Get data to support your theories and gut feeling. Conduct cost/benefit analysis to ensure features are worth investing in and will deliver the expected financial value.
- e. Ensure prioritization. There are a lot of good opportunities. Size them up. Make tough choices. Drive the roadmap.
- f. Documentation. Leverage your industry knowledge/product experience to build insightful personas. Create concise yet detailed functional specification documentation, user stories and a storyboard.
- g. Optimize the Product launch. Work with Engineering leadership to define and deliver on technical product strategy. Assume full ownership of specific products in our suite.

Competencies:

- People Leader
- Thought Leader
- Problem Solver
- Strong Communicator
- Knowledge of Industry (preferred but not required)
- Customer Centric
- Organized
- You've done it before. Experience designing, building, and launching Products.
- You have experience with Agile methodologies.
- You enjoy rolling up your sleeves.
- Strong analytical skills
- You love executing. The long-term roadmap/strategy is key, but without execution there's no way to get there. You're detail oriented and spend time in the trenches - helping build awesome products and enhancements.
- You're thorough. You turn complex ideas into well-defined, detailed, executable specifications.

- You stick with it: complicated logic, changes in business direction, iterations. You get it done.
- You are passionate about quality and user experience.

If you are interested in this opportunity, please [Click Here](#) to send a resume to our HR team.