

Product Manager (HID Global/IdenTrust, Inc.)
Location: Salt Lake City, UT

HID Global is the trusted source for innovative products, services, solutions, and know-how related to the creation, management, and use of secure identities for millions of customers around the world. The company's served markets include physical and logical access control, including strong authentication and credential management; card printing and personalization; visitor management systems; highly secure government and citizen ID; and identification RFID technologies used in animal ID and industry and logistics applications. The company's primary brands include ActivID®, EasyLobby®, FARGO®, IdenTrust®, LaserCard®, Lumidigm® Quantum Secure, and HID®. Headquartered in Austin, Texas, HID Global has over 2,200 employees worldwide and operates international offices that support more than 100 countries. HID Global® is an ASSA ABLOY Group brand. For more information, visit <http://www.hidglobal.com>

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HID Global has over 2,200 employees worldwide with international offices that support more than 100 countries. HID Global has production facilities in North America, South America, Asia and Europe, as well as research and development centers all over the world.

About IdenTrust, Inc.

IdenTrust, part of HID Global, is the global leader in trusted identity solutions, recognized by global financial institutions, government agencies and departments, and commercial organizations around the world. IdenTrust enables organizations to effectively manage the risks associated with identity authentication, work interoperably with countries around the world, minimize investment in creating their own policies and legal frameworks, and deploy a spectrum of products that ensure trust in the most efficient, intelligent, and cost effective manner available today. One of the differentiators for IdenTrust is that it is the only bank-developed identity authentication system. IdenTrust Trust Network provides a unique legally and technologically interoperable environment for authenticating and using identities worldwide. The IdenTrust Trust Infrastructure is predicated on a proprietary framework that combines policies, legal framework, trusted operations and technology (P.L.O.T.) to create a comprehensive environment for issuing trusted identities. IdenTrust is the only company to provide a solution incorporating all four of these elements.

Job Summary

The Product manager role is responsible to codify and structure assigned new and existing IdenTrust products, services and/or other offerings. This position acts as the Market Research Subject Matter Expert for the IdenTrust product team.

The ideal candidate will provide bench strength to the Product Team to enhance existing processes to support market research, market analysis and market-driven product pricing. This position is accountable for assigned products and services to meet agreed upon strategic growth targets and managing assigned and/or provide back up for vertical market(s), which may include financial; healthcare and Federal/State governments.

Essential Duties and Responsibilities:

Accountable to the VP, IdenTrust Product and Rules Set, the role includes the following duties:

- Define and administer a market-driven cost analysis model to support the Product Management team
- Conduct market research to determine viability and characteristics of a new product or enhancements to an existing product
- Develop and maintain requirements for assigned products and services
- Develop associated training and collateral materials and provide training to internal and external trainees
- Define appropriate business models, pricing and costing structures in conjunction with marketing and finance
- Define and successfully execute project plans to facilitate product specific deployments
- Manage outsourced vendors and development teams to achieve product releases within time and budget.
- Define optimized IdenTrust solutions including integration with Independent software vendor partners to meet customer needs
- Participate in industry standards groups to support IdenTrust objectives

High interaction both external in internal stake holders must be expected including customers, vendors and internal staff. More Specifically the incumbent will liaise with:

- IdenTrust VP Product and Rules Set and the IdenTrust Product team to provide perform primary and responsibilities to achieve team goals and support shared initiatives
- Sales Team to determine market trends and solicit input for assigned product and services roadmap, as well as to provide pre-sales support and marketing and/or training materials
- Marketing Team to produce product collateral as required to support product sales and marketing
- Operations Team to communicate business and technical requirements to support a product or service

- Legal Team in order to secure non-disclosure agreements with vendor/partners when required for product development

Required Knowledge / Experience:

- Demonstrated success in launching not only products, but combined products/services offerings to global entities, whether they are corporations, financial institutions or governments
- Strong project management skills, preferably in a technology driven environment
- Team player willing to share core knowledge and expertise to enhance overall team diversity and strengthen team skill-set
- Strong analytical and strategic planning skills.
- Proven ability to implement strategic initiatives with efficiency, professionalism and with demonstrated troubleshooting/problem solving skills.
- Excellent written and verbal communication skills.
- Confidence and ability to effectively create and deliver presentations to all audiences including executive levels.
- Ability to coordinate internal and external resources and nurture cross-functional relationships.

Required Education and/or Experience

- 5 plus years proven product marketing, product management, product development or related experience required
- Experience in at minimum of one(1) vertical market(s) from:
 - Financial;
 - Healthcare; and
 - Federal/State Government.
- 3 years project management
- 3 years PKI/cybersecurity/identity space
- Very strong sales packaging and pricing skills
- Ability to combine and define offerings that incorporate packaged consulting services based on expertise in regulatory requirements, business process reengineering and technology
- A creative and out-of-the box thinker who is a team player, able to work in cross-functional and highly regulated environment and able to support and enhance a process for creation of unexpected products and solutions.

Preferred Education and/or Experience

- Applicants with knowledge specific to identity, access, authentication, and digital signature technology will be given strong preference.

Language Skills

- Ability to effectively communicate in the English language verbally and in writing.
- Multi-lingual is a plus.
- Ability to read and interpret technical journals, specifications, international technical standards, etc.

Computer Skills

- Proficient in Microsoft Office applications such as Word, Excel, PowerPoint, etc.
- Strong technical background, including experience and understanding of identity management products and solutions; knows the strengths and limitations of each, and how to combine them to meet customer and IdenTrust objectives
- Conversant in PKI-related standards such as RFCs 5280, 3647, 6960 etc.

Customer Expectations

- Active Listening – Attention to what others are saying, understanding the points being made.
- Judgment and Decision Making – Considering the relative costs and benefits of potential actions to choose the most appropriate one.
- Coordination – Adjusting actions in relation to others actions.
- Persuasion – Persuading others to change their minds or behavior.

Work Environment

- The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- Employee works primarily in a well-ventilated office environment and is exposed to moderate noise levels.

Applicant Requirements

- Must be a citizen of United States.
- Must be able to pass extensive background verifications.
- Position involves occasional travel to customer sites, conferences and other events as required.
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For consideration, please forward your resume to careers@identrust.com. Only qualified candidates will be contacted.

IdenTrust Inc. is an Equal Opportunity Employer. If you have a disability which limits your ability to apply online, please call us at 415-486-2900 to submit your expression of interest in a position with our Company.

IdenTrust, Inc. offers a competitive salary and comprehensive health and welfare benefits package, including: Health, Dental, Vision, 401(k), Life, AD&D, STD, LTD, Commuter–Transit Program.

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