



Centrifuge Systems, Inc. - Director of Product Management

Centrifuge Systems, Inc., a venture-backed software company in McLean, VA, seeks Director of Product Management.

Centrifuge Systems is a leading provider of next generation business intelligence software. Our groundbreaking approach, called Interactive Analytics (IA), brings together three modern innovations in analysis: Interactive Data Visualization, Unified Data Views, and Collaborative Analysis. Through the convenience of your browser, you can connect to data, explore it, and collaborate with others.

Born out of the US Intelligence Community, Interactive Analytics is being applied to national security problem domains such as homeland defense and cyber crime, and it has recently been introduced into the commercial business intelligence market. This technology helps organizations of every kind understand and reveal key non-obvious relationships in their data.

Position Overview: The Director of Product Management will report to the VP of Marketing. This will be a very visible role in the organization that will drive the strategy and own the product lifecycle for Centrifuge's groundbreaking interactive analytics technology.

The ideal candidate will be a seasoned professional with significant enterprise software experience, who can operate comfortably at a strategic level with the management team while also contributing at a tactical level in a fast-paced startup environment. The position will include a diverse set of roles and responsibilities and the right person should be comfortable in a diverse role that interfaces to virtually every part of the internal organization and includes significant customer interaction.

Job responsibilities include but are not limited to:

- All aspects of developing, reviewing, presenting and managing the execution of comprehensive and detailed product plans for Centrifuge's flagship product.
- Work with management team to define high level product vision and strategy.
- Work closely with engineering team to assess feasibility, scope and prototype new features as well as overall planning and scheduling.
- Support early customers in their evaluation and adoption of Centrifuge products.
- Perform market analysis of competitors and trends in support of product planning and competitive differentiation.
- Prepare and deliver product presentations including product roadmaps.
- Develop product collateral and whitepapers
- Coordinate all product launch efforts.
- Support marketing activities relating to product and company as needed.



Director of Product Management (Page 2)

Qualifications:

- Significant (8+ years) experience in enterprise software.
- 4+ years in product management owning a major software product.
- Extensive experience with business intelligence and data analytics technologies.
- Proven experience working directly with customers in the adoption of new software.
- Outstanding written communications skills including creative copy, business and overall grammar and syntax.
- Strong technical grasp of concepts, terminology and infrastructure relating to enterprise software and BI/analytics.
- Strong domain knowledge of social network analysis.
- Superb communication, presentation and product demonstration skills.
- Familiarity with software publications, industry trade shows and major award programs.
- Experience in an early-stage (startup) environment.

Additional requirements:

- US Citizenship
- BS/BA degree in Marketing/Business; MBA preferred.

This will be an exciting opportunity to work with an exceptional team in a fast paced, growth oriented environment. Centrifuge Systems will offer the right candidate a highly competitive compensation package, stock options as well as excellent benefits.

Please send qualified resumes to careers@centrifugesystems.com

Centrifuge is an Equal Opportunity Employer