



Senior Product Manager

Connance is seeking an experienced Senior Product Manager to manage the product lifecycle of Connance's revenue cycle management solutions, ranging from new product development to increasing the profitability of existing solutions. In order to be successful in this role, the ideal candidate will demonstrate a unique blend of leadership, creativity, business judgment, industry knowledge, and execution-oriented thinking. In addition, the candidate should have the ability to position predictive analytic-based products and workflow solutions to solve the key challenges facing revenue cycle management executives.

The Senior Product Manager will spend time in the market to understand customer problems and finding innovative solutions to bring the "voice of the customer" back into the organization to develop best-in-class solutions. By leading within a matrixed environment, this role will also develop and implement a company-wide go-to-market plan, working with all internal departments to execute.

Responsibilities:

- Perform research on customer segments, competitive landscape and market evolution including solution function, value, image, and other competitive measures
- Lead new product development by incorporating various product inputs, customer requirements, and market landscape evolution to create business cases
- Translate the "voice of the customer" into detail-oriented requirements by working closely with development teams to break down complex business needs into manageable and actionable tasks
- Maintain the product roadmap, define user personas for each solution, and create product documentation as needed
- Collaborate with product marketing to launch new solutions, including launch plan development, product positioning, customer presentations, go-to-market strategies, and sales education

Experience:

- Bachelor's degree in Business Administration, Computer Science, or related field; Experience may be substituted for education
- 5+ years of product management experience within healthcare/healthcare IT required
- 3+ years of product management experience in Agile software development environment required
- Demonstrated knowledge of healthcare revenue cycle workflow and predictive analytics preferred
- Proven experience bringing products to market with the ability to influence both horizontally and vertically inside and outside the organization
- Sufficient subject matter expertise to understand the technical basics of the healthcare provider market challenges and ability to understand differentiation amongst competing technologies
- Strong technical, operational and healthcare domain knowledge, including familiarity with product management discipline
- Comfortable with ambiguity and lack of clear definition and have the skills to define and make recommendations; a natural communicator; influencer and mobilizer in a cross-functional organization
- Strong interpersonal, verbal and written communication skills, networking, and presentation skills