Senior Product Manager

To apply, please email us directly at careers@zerofox.com. Please attach your resume and a brief narrative outlining why you think you would be great for this role.

Do you know someone that might be interested? We will pay $500,000 CLP for the first referral that gets hired.

Job Description
ZeroFOX is seeking a Senior Product Manager who wants to help drive products and solutions to protect organizations from the full spectrum of business risks and security threats on social media and digital channels. Social media - Facebook, Twitter, LinkedIn, Tumblr, etc -- has become the new cyber battleground, presenting one of the largest, most dynamic risks to organizational security in decades. You will join a team of software engineers, data scientists, and security experts who are disrupting the traditional cyber security industry and delivering cutting edge technology to protect organizations from bad actors and security threats found only on social media and digital channels. We are interacting with social networks at an unprecedented scale and identifying rapidly emerging threats requiring the latest machine learning research and delivering high impact actionable intelligence and user experience.

As a Senior Product Manager reporting to the VP of Product Management, you will work closely with a team of engineers to build solutions to address our customers' problems. You will also work across multiple functions, working with Sales and Sales Engineering to gather requirements from customers, collaborate with Services to ensure our products are meeting customer needs and work with marketing to launch new and upgraded offerings.

Key Responsibilities
- Maintain a vision for the product and the company, based on your research of industry, customers, prospects, competitors, and analysts.
- Take in input from stakeholders such as customers, Sales, SEs, Marketing, company executives and prioritize roadmap priorities, feature requests, and bug fixes.
- Manage execution on each Engineering sprint, working with Engineering to articulate clearly requirements and monitor progress throughout the sprint.
- Communicate the vision and roadmap with stakeholders, customers, prospects, and analysts.
- Collaborate with existing and future partners and formulate integration strategies and solutions.

Required Skills and Competencies
- "Spider product sense": You must intuitively grasp what customers need and where the market is going, based on data synthesis from many sources such as company goals, customer requirements, competition, and insight from analysts.
Curiosity: You must possess an ongoing curiosity about topics relevant to your job and always ask questions such as, Where is the market going? What do customers really need? What makes a good product? What makes a good requirement? Never stop learning.

Detail oriented: You need to keep track of individual feature requests and bug fixes, knowing the product inside and out and having detailed knowledge of what stories on which sprints will fix a key bug reported by a critical customer. You are an expert at preventing critical details from falling through the cracks.

Communication: You must be able to speak and write well in English. Writing succinctly is essential for creating clear requirements for Engineering. You must also convince others and advocate for your point of view but be capable of gathering input from others. Listening is as important for communication as speaking.

Leadership: When something needs to be done, the Product Manager is often the catalyst to go and do it. You must work with others at multiple levels, including executives, to bring your vision to reality. You must inspire others with your understanding of customer needs and your vision for the marketplace.

Technical: Knowing one or a few programming languages (Python, Ruby, Perl, Java, etc.) and being comfortable with APIs and databases is critical for effectively working with engineers, as well as knowing how to bring a product vision to reality. You must have an avid interest for learning new technologies and readily understand new APIs and competitive products.

Other Requirements
- Domain experience in IT security (network, endpoint, etc) is very helpful as you will more quickly understand our customer and his/her problem space. MBA may also be helpful but what really matters is a demonstrated track record in defining and shipping products that customers buy.
- Ability to work within a geographically dispersed team.

Do you want to actually like where you work?
- **Amazing Product:** ZeroFOX is creating paradigm shifting cyber security product.
- **Bragging Rights:** Recently named the Tech Company of the Year by the Tech Council of Maryland, ZeroFOX is a highly decorated company that is recognized as leading the next generation of predictive cyber solutions.
- **Awesome Culture:** ZeroFOX is a community – most describe our team as a group of close knit, incredibly talented, and highly caffeinated people. All are encouraged and required to incorporate innovative ideas and prototypes into our product. Suggestions around streamlining communication, development practices and operations are welcomed.
- **Get Things Done:** Innovation is woven into the fabric of our organization. Every aspect of our operations is purposeful; enabling us to research, develop and innovate faster than the competition.
- **Benefits:** Competitive compensation and benefits package available.

**INTERESTED?**
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ABOUT US
ZeroFOX protects the world’s social media ecosystem and the people and organizations that rely upon it. In an age of constant connectivity and social sharing, users have become the primary target for the adversary. ZeroFOX protects your people where they are most vulnerable by continuously monitoring social platforms for cyber attacks, sensitive information loss, social engineering campaigns, account compromise and fraud. Leveraging cutting edge technology and proven security practices, ZeroFOX provides both targeted protection and global insights into the world of social media threats.

**ZeroFOX is an Equal Opportunity Employer and participates in e-Verify**