

Company Overview:

Leads360 is SalesForce.com for B2C companies!

Founded in 2004 in Los Angeles, Leads360 is the leading cloud-based SaaS (Software-as-a-Service) lead management and telephony company. Our product enables B2C companies to reach more prospects and close more deals through smart, automated sales processes. Having managed more than 40 million leads for over 10,000 clients, Leads360 has become experts in driving best practices and improving workflow management across several verticals including: mortgage, insurance, education, and debt and loan modification. Take a look at our website to learn more about us at www.leads360.com.

What's so great about this job anyway?

Leads360 is built, sold and supported by great people. Our product is remarkably versatile and our rapidly growing customer base is genuinely excited about implementing it. We foster a supportive and collaborative work environment where employees actually have fun. At Leads360, you'll work with people just as smart as you. There's more, we offer a very competitive compensation and benefits package!

The Opportunity/Your Role:

Lead UX Designer

You will have three key usability projects:

- Thoroughly review our current product and provide a staged Visual PRD of usability enhancements that we need to make to become a usability leader
- Be the gatekeeper and design collaborator for every new product release to ensure that they meet a high bar in usability
- Manage the usability design of a completely new software line that we will be building and releasing in the next 12 months

You will need to do the following:

- PRD creation - You will need to create highly visual PRDs, quickly, clearly and in painstaking detail so that engineers can take your documents and make them into perfect ones and zeros.
- Be competent with several software packages – We use a variety of software packages to design and communicate. You should be fluent with PowerPoint and Photoshop as well as a leading wireframe solution such as OmniGraffle, Balsamiq or Hot Gloo.
- Take on multiple roles – You are our UX team until we grow some more and you need to hire others. As such you need to multi-task between UI design, Interaction Design, Graphic Design and Information Architecture. You will also need to be good at both Product and Project Management since managing the production process and meeting deadlines is a core component of the role.

What We Are Looking For:

- 5+ years of UX Design experience with demonstrated leadership experience.
- Creativity - You see solutions and ideas when most others see chaos
- Passion - We want you to wear your passion for usability for all to see. Show us that you have the dedication to fight for the user in every single decision Leads360 makes about our product.
- Maniacal Detail Orientation - You feel annoyed when you see a period at the end of this sentence because the other bullets didn't have one.

- Training/Interest - You can tell us why Don Norman is important and what “discount usability engineering” means because you are passionate about your discipline
- Intellect - The smartest people you know would use “clever” as one of their foremost adjectives to describe you.
- Hardworking - You are our first UX-centric hire. We have deep, powerful software and a mountain of usability “opportunities” that will require you to be highly productive to tackle them in a reasonable time-frame.
- Curiosity - You spend your down time poring over competitors’ and partners’ products to both pick up ideas and be the curator of valuable knowledge on the bar we need to reach to remain the dominant solution in our space
- Maturity/Seasoning - We don’t care one bit how old you are but we do care that you don’t take constructive dialog personally and that you have the gravitas and presence to convince executives of your opinions
- Communication - You love to discuss ideas and plans with engineers, customers or anyone else with a valid opinion.

Compensation and Benefits:

- Compensation dependant on experience
- 3 weeks of vacation and 8 company holidays
- Competitive Medical/Dental/Vision Plans
- Company-provided Life and Long-term Disability insurance
- 401K with company matching contributions

Perks:

- Wonderful Staff – We work hard to meet our goals and play even harder when we hit them. Our friendly and diverse staff is a tightly knit group that truly enjoys working together.
- Structured Parking– Rest assured that you will feel safe in our fully paid, spacious parking structure.
- Beautiful Courtyard – Relax in our courtyard for lunch in the sun or play a quick game of basketball.
- Benefits – Though we are still a relatively small company, we offer benefit packages comparable to much larger companies.
- Premium Coffee - We provide premium coffee ground fresh from your choice of beans (Peet’s and Starbucks).
- Snacks – We provide all the basics to fuel your day - Our kitchen is always stocked with an assortment of fruits, veggies, soda, bread, cereal, milk, nuts and more.
- Location - Located in the quaint town of El Segundo, we are close LAX, shopping malls, restaurants, movie theaters, gyms, a golf course as well as the beach. You can even take the shuttle to the airport, leaving your car at the office.

What others have to say about us:

- Money talks - Leads360 was recently featured on TechCrunch regarding our latest round of VC funding. <http://techcrunch.com/2012/02/03/lead-management-company-leads360-raises-15-million/>
- Deloitte’s Fast 500 list recognized Leads360 as one of the fastest growing technology companies in North America.
- In 2011, Los Angeles Business Journal listed us as one of the ‘Best Places to Work in LA’ for the second year in a row.

I'm Qualified And Interested, Now What?

For consideration, please send us your resume & portfolio to jobs@leads360.com

- Portfolio – We will want to see what you have done in the past and your level of contribution to each project.
- Resume – A summary of places you've worked and/or been educated at with dates or a simple LinkedIn profile is fine.