

## 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](http://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:**

#### **Senior Product Manager / Director of Product Management**

- We are in search of a Product Management professional who will be responsible for the product planning and execution of our cutting-edge lead management software.
- Manage the entire product line life cycle from strategic planning to tactical activities.
- Specify market requirements for current and future products by conducting market research supported by ongoing interactions with customers, prospects, and partners.
- Drive a solution set across development teams through the delivery of Marketing Requirements Documents and Product Requirements Documents.
- Product responsibilities may include front-end UI, back-end business logic, architectural initiatives, or a combination of the three.
- Develop and implement a company-wide go-to-market plan, working with all departments to execute.
- Develop and conduct beta and pilot programs with early-stage products ideas.
- Analyze potential partner relationships for the product.

### **What We Are Looking For:**

- 5+ years of software marketing/product management experience (PM experience in lead generation, marketing automation, or CRM is a plus).
- Demonstrated success defining and launching excellent products.
- You must possess a unique blend of business and technical savvy, a big-picture vision, and the drive to make that vision a reality.
- Excellent written and verbal communication skills.
- Bachelor's degree or equivalent experience (Computer Science or Engineering degree is a plus).
- Excellent teamwork skills.

### **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 in a word or pdf format to [jobs@leads360.com](mailto:jobs@leads360.com)