

Primori Global Job Openings

Product Manager

LOS ANGELES, CA

Job Description:

Are you a passionate Product Manager looking for a new challenge and an opportunity to advance your career in a great working environment?

If you have an eye for simple, intuitive and elegant design, if you love the journey of discovery through iteration and have relentlessly high standards for delivering innovative and groundbreaking products, we have the perfect job for you!

We are looking for a passionate Product Manager to join our product management dream team and define and lead the execution of our various product solutions.

Duties and responsibilities:

- Manage agile product development process from product management point of view
- Develop and implement product strategies consistent with company vision
- Develop and maintain an understanding of the product, market, and competition
- Develop product positioning and go to market strategy
- Collect and analyze feedback from customers, stakeholders and other teams to shape requirements, features and products
- Identify areas for growth and create strategic product line roadmaps to help drive adoption of the product and differentiating features
- Analyze potential partner relationships for the product and lead the effort to integrate our applications with other leading industry systems
- Work with QA engineers to create test plans
- Be an in-house expert for our products, becoming the go-to person for all functional issues
- Keep abreast of the goings-on in the industry
- Make creative recommendations to expand product base and vision
- Manage all lifecycle stages for a product from ideation through sunset, with responsibility for ensuring that deliverables are understood and releases are delivered on time.

Requirements and qualifications:

- Previous working experience as a Product Manager for 3+ years
- MA in Computer Science, Engineering or similar relevant field
- In-depth knowledge of Agile methodology for product development
- Outstanding communication, presentation and leadership skills
- Excellent organizational and time management skills
- Sharp analytical and problem-solving skills
- Creative thinker with a vision
- Attention to details

Customer Service

AUSTIN, TX

Job Description:

We are looking for a customer-oriented, experienced and motivated Customer Service Representative to join our marketing team!

If you love helping people and are customer-centric, we want to meet you! As a Customer Service Representative you have to be able to put yourself in the customers' shoes and remain helpful, patient, positive and cheerful.

Duties and responsibilities:

- Managing large volume of customer calls
- Stay friendly and helpful
- Resolve questions and service issues for customers via phone, email and text
- Accurately document customer interactions
- Determine opportunities for new sales
- Sell products to established customers through up-selling and cross-selling
- Resolve all inbound and outbound support requests per established guidelines.
- Identify and act as a company ambassador at all times
- Be professional

Requirements and qualifications:

- High School Diploma or equivalent
- 4+ years of customer service experience
- Demonstrated ability to provide outstanding customer service
- Customer centric
- Result driven
- Focus on quality and attention to detail
- Good time-management skills
- Ability to multi-task
- Strong interpersonal and communication skills
- Critical-thinker and problem-solver
- Ability to work with minimal supervision

Account Executive

NEW YORK, NY

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Requirements and qualifications:

- 3+ years of experience as a Sales Account Executive or similar role
- 3+ years of experience in market research
- Good negotiation skills
- Outstanding knowledge of MS Office
- Good knowledge of CRM software
- Knowledge in Salesforce is a plus
- Sense of ownership and pride in your performance and its impact on company's success
- Critical thinker and problem-solving skills
- Team player
- Good time-management skills
- Great interpersonal and communication skills
- Enthusiastic and passionate
- BSc or BA in business administration, sales or marketing

Application Developer

LOS ANGELES, CA

Job Description:

We are looking for a qualified Application Developer to join our team! As an Application Developer, you will design and code functional programs and applications. You will work both as part of the team and individually.

Duties and responsibilities:

- Understand clients' applications requirements
- Identify key application features
- Work with other IT professionals to set specifications for new applications
- Design creative prototypes based on specifications
- Write high quality source code to program complete applications within deadlines
- Perform unit and integration testing before launch
- Troubleshoot applications
- Find bugs and offer timely solutions
- Test existing applications, identify deficiencies and offer solutions

Requirements and qualifications:

- 4+ years of experience as an Application Developer or similar role
- 4+ years of experience in designing and building applications
- Knowledge of programming language such as C#, Java (J2EE) etc.
- Great understanding of software design and programming principles
- Sense of ownership and pride in your performance and its impact on company's success
- Critical thinker and problem-solving skills
- Team player
- Good time-management skills
- Great interpersonal and communication skills
- BSc/BA in computer science or relevant field; MSc/MA will be appreciated
- Certified application developer is a plus