

JOB POSTING
July 2010

Position:	Product Manager (CHIPS)
Reports to:	SVP, CHIPS Product Manager
Location:	New York, NY or Winston-Salem, NC
Position Summary:	The CHIPS Product Manager is responsible for product P&L, pricing and assisting with development of new product offerings. Position requires detailed knowledge of the CHIPS product offerings, providing sales support to CRMs, conducting market research, working with various CHIPS committees to ensure product remains relevant and adds value to users; representing CHIPS to payments industry through participation in conferences and educational activities.
Position Requirements:	<ul style="list-style-type: none"> • Analyze market & related trends (PDM2) <ul style="list-style-type: none"> - Identify areas where CHIPS play/does not play and analyze size of these markets - Identify and articulate related market trends and needs - Identify and articulate competitive advantages of CHIPS - Develop positioning strategies based upon market and related trends analysis • New Product Ideation, including the following tasks (PDM3) <ul style="list-style-type: none"> - Receive customer need feedback from CRMs and other third parties - Document new CHIPS-related product ideas/enhancements from across the organization/industry following the new product ideation framework - Analyze market space and unmet needs to determine revenue potential of new ideas - Prioritize/rank opportunities based on value of opportunity - Collaborate across the enterprise to gather estimated costs to implement new ideas - Present ideas at the Strategy & Planning Forum • Manage Portfolio of Product /Offerings, including the following tasks (PM4) <ul style="list-style-type: none"> - Create and maintain CHIPS product portfolio including market assessments and positioning, competitor profiles, customer profiles, product features and pricing, migration paths, risk assessment, message strategy, and performance metrics • Manage ongoing offering and migration, including the following tasks(PDM8) <ul style="list-style-type: none"> - Document CHIPS annual product plan, including customer targets and sales strategy, pricing strategy, revenue estimates, marketing strategy, communication strategy, industry activity, investment costs, etc. - Manage on-going product Profit & Loss - Participate in sales meetings and other industry events, as required

	<ul style="list-style-type: none">- Determine requirements/prioritization for any product maintenance or small product changes- Assists with management of CHIPS Business Committee, Funds Transfer Committee, and CHIPS/Fedwire Committee: maintains roster, schedules meetings, and helps set agenda
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PLEASE APPLY IMMEDIATELY by emailing in a single submission: a letter of interest describing your experience and interest in the position, your resume and names or letters of reference immediately to human.resources@theclearinghouse.org. Please use “*Application for Product Manager (CHIPS)*” as the subject of your email. Only complete applications will be reviewed.

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