



Smartsheet is looking for a Director of Product Management - Enterprise, to join their Product team. In this role, your goal is to make Smartsheet the pre-eminent tool for enterprise users to manage their work and collaborate. You are responsible for understanding and prioritizing enterprise customer needs, defining product features to meet those needs, and working with our design and development teams to get them delivered. In short, your job is to accelerate the growth of Smartsheet at our biggest, highest profile customers.

This role is based at our headquarters in Bellevue, WA and reports to the VP of Product.

### **Responsibilities:**

- Define Smartsheet's product vision for enterprise customers, based on a deep knowledge of their needs and how they buy, deploy and use cloud apps
- Drive the product development process from conception through design, build, release, analysis and iteration
- Work with marketing and executive team to position Smartsheet as a proven Enterprise cloud app
- Work with sales to communicate product vision, roadmap and feature previews to key enterprise customers
- Utilize customer research, including usage data, usability studies and surveys, to gather feedback, analyze current experience, and test new prototypes
- Incorporate market & technology changes into product planning and positioning
- Set goals for improvements in key metrics (enterprise wins, upgrades, usage) and monitor progress

### **Requirements:**

- Experience defining and delivering a web-based product
- Obsessed with improving user experience and product design to ensure features drive high adoption and customer enthusiasm
- Intuition regarding the right balance of simplicity and power features that lead to user adoption of collaboration, project management and productivity tools
- "Roll-up-your-sleeves" entrepreneurial attitude
- Comfort working with a high degree of autonomy in a fast-paced, unstructured startup environment
- Strong analytical and communication skills
- CS or technical background preferred