Product Director

Job Summary

We are seeking a strategic and execution-driven **Product Director** to lead product strategy and delivery in a fast-growing cybersecurity data services company. The role will support the **product roadmap**, drive **customer engagement to capture feedback and shape priorities**, and ensure effective **sprint planning and cross-team coordination** to deliver secure, high-value data solutions at pace. This is a full time role working remotely.

Key Responsibilities

- **Roadmap Ownership**
  - Define and maintain the product roadmap, aligning with business goals and customer needs.
  - Balance short-term delivery with long-term product vision and scalability.
  - Identify opportunities for differentiation in a competitive cybersecurity market.
- **Customer Engagement**
  - Serve as the primary product liaison with key customers to gather feedback and understand use cases.
  - Translate customer insights into actionable product requirements.
  - Build structured feedback loops to ensure continuous product improvement.
- **Sprint Planning & Coordination**
  - Partner with engineering and data teams to lead sprint planning, backlog grooming, and prioritization.
  - Ensure deliverables are clearly scoped, measurable, and aligned with roadmap priorities.
  - Remove roadblocks and drive accountability across teams for on-time delivery.
- **Cross-Functional Leadership**
  - Collaborate closely with sales, marketing, and support teams to ensure product-market fit and strong go-to-market execution.
  - Champion a culture of collaboration, transparency, and iterative improvement.
  - Drive alignment between technical and business stakeholders.
- **Metrics & Reporting**
  - Define and track key product KPIs (adoption, retention, NPS, delivery velocity).
  - Report regularly to leadership on roadmap progress, customer impact, and upcoming priorities.
  - Use data-driven insights to support decision-making and prioritization.

Key Qualifications

- Proven experience as a Product Director / Senior Product Manager in SaaS, data delivery, or cybersecurity.
- Strong track record of roadmap design and execution in a high-growth environment.
- Hands-on experience with agile methodologies (sprint planning, backlog management).
- Excellent customer-facing skills; able to engage both technical and executive stakeholders.
- Strong understanding of data delivery workflows, cybersecurity compliance, and risk considerations.
- Analytical mindset with experience using data to inform decisions.
- Strong communication and leadership skills; comfortable influencing across teams.

Success Criteria

- A clear, transparent, and customer-aligned roadmap consistently delivered against.
- Strong, structured customer feedback loops resulting in measurable product improvements.
- High sprint predictability and velocity with reduced delivery friction.
- Increased customer satisfaction and retention through targeted product evolution.

To apply for this position, please submit your resumes to careers@spur.us.