



Director of Product Management at Winmore Job Description

About Winmore

Winmore helps forwarders, carriers and brokers win more lanes, revenue, customers...and hours in the day! The Winmore platform combines artificial intelligence with pricing optimization and workflow management to transform today's logistics service providers' commercial operations. Winmore is recognized as a FreightTech 100 innovator and powers the most trusted global brands in logistics as well as the fastest up-and-comers in transportation.

With offices and customers around the world, Winmore is the choice of thousands of logistics professionals who log into the Winmore platform each day to manage tenders and RFP's, streamline their on-boarding processes, lead commercial teams and ensure operational compliance.

We are a group of industry experts that are agile and driven to deliver unparalleled results for our customers through AI-Driven Price and Process optimization. We're looking for motivated and exceptional people to join us on our exciting journey to transform the logistics industry globally.

About the Director of Product Management Opening

Winmore is seeking a Director Product Management to direct product development and ensure high return on investment. You will assist in developing product strategy and creating the product roadmap, while ensuring all product development process are followed through release. To succeed in this role, you should be a perceptive and creative leader and a reliable problem-solver.

Principal Duties & Responsibilities

- Lead cross-functional collaboration with stakeholders to identify high value areas that will impact both customer and business opportunities.
- Manage product management staff ensuring that release and roadmaps are being delivered to our schedule
- Drive business case development with sales, analysts, and customer teams for each opportunity, then lead the discussion with stakeholders and drive clear business strategies.
- Provide thought leadership in new areas of tech that will be essential for your product to scale.



- Lead a team of dedicated product managers and product designers to produce thoughtful and customer focused products that provide an easy and memorable experience.
- Drive the end-to-end life cycle(s) of complex products spanning multiple feature areas.
- Continuously enhance your product's performance towards committed goals, customer needs and operational excellence to ensure your product team achieves the desired results.
- Own the quality and results of your product by leading the user testing and establishing KPI monitoring with QA and Analytics partners.
- Perform other job-related duties as requested.

Minimum Requirements

- Bachelor's degree in a related field or equivalent experience.
- Five to ten or more years or prior relevant experience building digital products at scale.
- At least 5 years of management experience working and mentoring staff
- Familiar with managing an agile development process and reporting on key metrics
- MBA or relevant master's degree preferred
- Previous experience in logistics or commercial leader at a logistics service provider -or - a sales engineer for a CRM company, TMS/WMS/ERP developer or high growth enterprise SaaS company
- Strong presentation and demonstration skills with fine attention to detail, ability to handle objections and clearly articulate value proposition
- Knowledge of related applications, relational database, and web technology
- Familiarity with business intelligence, analytics, and Excel tools

Winmore offers the following products:

RateAI (pricing optimization) leverages machine learning and AI to efficiently process, standardize the various shipper formats and intelligently price your bids to win more lanes, revenue, customers... and hours in the day.

Bid and Tender Collaboration (workflow / process automation) for Commercial, Pricing, Contracts and Product teams to qualify and respond to RFPs and tenders, including bid scoring, carrier intelligence, and rich analytics.

Customer Solution Onboarding (workflow / process automation) for managing complex onboarding customer implementations such as freight forwarding contracts, supply chain solutions, and managed transportation services.

Business Process Design Studio, a point-and-click business process modeling tool for developing and publishing multi-stage, collaborative workflows for custom business processes.



Winmore is a cloud-based platform with embedded data analytics. This industry-leading software is often integrated with leading transportation management software (TMS) and customer relationship management (CRM) software to ensure customer success and seamless integration with the IT infrastructure.

To learn more, please contact John Nadvornik at [mailto:john.nadvornik@winmore.app?subject=Interest in learning more](mailto:john.nadvornik@winmore.app?subject=Interest%20in%20learning%20more)

Please note Winmore is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.