

# United Arab Emirates Jobs Expertini®

## Product Manager

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Company: Redholt

Location: , , United Arab Emirates

Category: other-general

Job Title: Product Manager, E-commerce Merchant Acquiring Location: Abu

Dhabi/Dubai Reporting to: Executive Director, Acceptance Products 19th April, 2024 Job Title:

Product Manager, E-commerce Merchant Acquiring Location: Abu Dhabi, can reside in

Dubai Reporting to: Executive Director, Acceptance Products My client is looking for a

proactive, confident and collaborative Product Manager, specialising in E-commerce Merchant

acquiring, to join the team and play a crucial role in shaping and executing the strategy for

core acceptance products and value-added services. You will be responsible for developing

and managing products and services that enable online businesses to accept payments

seamlessly, improve customer experience, offer value-added services, and drive revenue

growth. This role requires a deep understanding of ecommerce trends, payment technologies,

and user behaviour to create innovative merchant solutions. Key Responsibilities: Market

Research and Analysis: up to date with industry trends, competitive landscape, and customer

needs in the eCommerce payment processing space. market research to identify potential

market gaps and opportunities. a clear core payment product & value-added services

strategy that aligns with the company's overall goals and market trends. and prioritize

opportunities for product enhancements and new features. and maintain a product

roadmap that outlines the short-term and long-term product development priorities. 19th

April, 2024 Job Title: Product Manager, E-commerce Merchant Acquiring Location: Abu Dhabi,

can reside in Dubai Reporting to: Executive Director, Acceptance Products My client is

looking for a proactive, confident and collaborative Product Manager, specialising in E-

commerce Merchant acquiring, to join the team and play a crucial role in shaping and

executing the strategy for core acceptance products and value-added services. You will be responsible for developing and managing products and services that enable online businesses to accept payments seamlessly, improve customer experience, offer value-added services, and drive revenue growth. This role requires a deep understanding of ecommerce trends, payment technologies, and user behaviour to create innovative merchant solutions.

**Key Responsibilities:**

- Market Research and Analysis:** up to date with industry trends, competitive landscape, and customer needs in the eCommerce payment processing space. market research to identify potential market gaps and opportunities.
- Product Strategy & Roadmap:** a clear core payment product & value-added services strategy that aligns with the company's overall goals and market trends. and prioritize opportunities for product enhancements and new features. and maintain a product roadmap that outlines the short-term and long-term product development priorities.
- Product Development & Management:** with cross-functional teams including IT, Projects, Operations, Compliance, Legal, information security, marketing etc. to develop new products and features. closely with stakeholders, including sales teams, operations, merchants and technical teams, to gather and document detailed product requirements. Clearly define product features, functionality, and performance criteria. product requirements, specifications, and user stories based on market needs and business objectives. a user-centered approach, ensuring that the product meets the highest standards of usability, accessibility, and customer satisfaction. the product development lifecycle, from concept to launch, ensuring timely delivery and quality. and execute go-to-market strategies for new products and features, including product positioning, pricing, and promotional activities. with marketing teams to create compelling marketing materials, sales collateral, and presentations to support product launches. and maintain product documentation, including user guides, release notes, and technical specifications. all products and services comply with relevant industry regulations and security standards. closely with legal and compliance teams to address regulatory requirements and mitigate risks.
- Performance Analysis & Reporting:** key performance indicators (KPIs) and use data analytics to monitor the performance of the product. feedback from merchants to improve existing products and develop new solutions tailored to their needs. key performance indicators (KPIs) related to merchant acquisition, revenue generation, and customer satisfaction. revenue generation and prepare regular reports and analysis for stakeholders, highlighting product performance and areas for improvement.

**Qualifications:** degree in business, finance, computer science, or a related field.

Master's degree or technical background is a plus.5+ year experience as a product manager, preferably in ecommerce or payment industry or digital banking, with a strong focus on merchant acquiring solutions.knowledge of ecommerce platforms, payment gateways, and online payment methods.analytical and problem-solving skills, with the ability to interpret data and trends to make strategic decisions.communication and interpersonal skills, with the ability to collaborate effectively with cross-functional teams and external partners.to multitask and manage multiple projects simultaneously.with regulatory requirements and security protocols in the payment industry.Apply For Job

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