



About the North Carolina Education Lottery

We raise money for a great cause! All of the earnings of the North Carolina Education Lottery go to education. Earnings have grown every year because more and more people enjoy playing the lottery and winning prizes. We award on average \$3.4 million a day in prizes! To learn more, visit our website www.nc-educationlottery.org.

How to apply:

Please submit your resume and cover letter to nceemployment@lotterync.net.

Director of Product Development (1 position – Raleigh): Position # 60088335

Move your career to the next level at this industry leader. We offer an outstanding opportunity for someone with an intuitive sense for the next big game and the analytical and research skills to back up the decision. You have a unique skill set - an innate drive for innovation, an eye for design, strong industry relationships, extraordinary analytical skills, and in-depth knowledge of all the factors that ensure the successful launch of a new product.

The North Carolina Education Lottery is a \$2 billion and growing sales and marketing organization. We are still the new kid in a fun and stable industry, embracing progressive approaches in a rapidly changing environment. And with a new first-in-the-industry gaming system and enhanced instant scratch-off vendor partnership in 2017, you will have endless opportunities for innovation and growth. As the only lottery in the country to grow both sales and profit in every year of its 10 years of existence, we offer you the opportunity to join a successful organization and play a key role in our continued success.

Responsibilities:

- Lead planning, research and analysis of new and active draw and instant scratch-off games
- Design, develop and manage the product life cycle from product definition and planning through production, release and end of life
- Collaborate with vendor partners while building and maintaining strong relationships to ensure flawless execution and ongoing product support
- Lead champion and subject matter expert on portfolio of games and lottery players
- Provide game revenue and return guidance for the organization
- Manage research projects, coordinating with research vendors for surveys, focus groups, presentation of findings and implementation of results

Requirements:

- Bachelor degree in Business, Finance or Marketing, Master's preferred
- 5-10 years of product development experience, preferably in the lottery or gaming industries
- Significant people and project management experience
- Strong analytical thinker adept at sales and product forecasting
- Demonstrated ability to analyze and gather data using research and business intelligence tools
- Experience managing a product launch from conception to execution
- Highly detail oriented, with proven organization, interpersonal, and oral and written communication skills.
- Ability to work extended hours and travel overnight on occasion.

Hiring Range: \$87,015 – \$113,120

Closing Date: Open Until Filled



The NCEL is a drug-free workplace. Our pre-employment process includes: drug screening, financial and criminal background check and fingerprint processing. Some positions require a valid NC driver's license & satisfactory driving record.

Per North Carolina General Statutes §126, Article 7, your name, as an applicant for State employment, may be disclosed pursuant to a public records request.

The North Carolina Education Lottery (NCEL) and its authorized vendors will obtain a consumer report and/or an investigative consumer reports which may include the following:

- Applicant's employment records.
- Records concerning any driving, criminal history, credit history, civil record and drug testing; and/or
- Verification of the applicant's academic and/or professional credentials; and information and/or copies of documents from any military services records.
- The NCEL may utilize the results from such reports to determine a candidate's eligibility for hire.

Equal Opportunity Employer