



# Arizona Lottery

## Job Description

<b>Location</b>	4740 E. University Dr. Phoenix, AZ 85043
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<b>Job Title:</b>	Senior Product Manager
<b>Number of Positions:</b>	1
<b>Salary:</b>	\$70,000 – \$84,000.00
<b>Duration:</b>	Full Time
<b>FLSA Status:</b>	Exempt
<b>Grade:</b>	26

The Arizona Lottery is a sales oriented, government enterprise established through citizen initiative and public vote. Since 1981, its mission has remained constant; generating revenue for education, health and public welfare, economic and business development, and the environment.

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The Arizona Lottery is looking for an exceptional Senior Product Manager to develop strategies to maximize both sales and product profitability.

In this role, you will:

- Recommend the nature and scope of present and future product lines by reviewing product specifications and requirements, appraising new product ideas, and/or making product or packaging changes;
- Assess market by comparing Arizona Lottery's product to industry products;
- Work with Director of Products and Marketing to develop strategies to maximize both sales and product profitability;
- Facilitate inventory turnover and product availability by reviewing and adjusting inventory levels and launch schedules;
- Project inventory to ensure adequate product supplies at more than 2,900 retailers across the state; Bring new products to market by analyzing proposed product requirements and product development programs, preparing ROI analyses, and establishing time schedules with vendors and lottery sales department;
- Determine product pricing by utilizing market research data, reviewing production and sales costs and anticipating volume;
- Develop cost model and forecast for all product lines to support quarterly business goals and manages P/L for all product lines;
- Maintain professional and technical knowledge by attending education workshops, reviewing professional publications, establishing networks, and participating in professional groups;
- Perform ongoing review and analysis of product profitability to ensure maximum revenue transfers to the State of Arizona;

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- Manage vendor contracts, including acting as representative of the Arizona Lottery in contract negotiations;
- Serve as strategic advisor to Director of Products and Marketing in the area of product development and profitability;
- Work with supervisor to develop annual product/player research plans;
- Champion AMS process (LEAN) to document, execute and continuously improve on ongoing product development.

### **Knowledge, Skills, and Abilities**

Requires Knowledge Of:

- General product development and product life cycles required.

Requires Skills In:

- Advanced MS Excel;
- Working knowledge of MS Office on PC platform;
- Project management software a plus;
- Excellent written and verbal communication skills required.

Requires the Ability To:

- Manage large projects with cross-functional agency teams in a fast-paced environment;
- Must be flexible to change and demonstrate a keen ability to work both independently and in large group settings to deliver the vision of Arizona Lottery;
- Must have excellent presentation skills;

### **Selective Preferences**

- Certification in Project Management;
- College degree in business, marketing, or other related field required;
- Minimum of five years' work experience in planning, development, implementation, and evaluation of products and programs in a lottery, sales, and/or marketing environment required.

### **Benefits**

The State of Arizona will provide the following to you:

- Competitive salary

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- A robust and very affordable insurance plan to include medical, dental, life, short-term and long-term disability options
- A top-ranked [retirement program](#) with 100% employer matched contribution
- 10 paid holidays per year
- Accrued vacation and sick days
- An incentivized [commuter club](#) and public transportation [subsidy program](#)
- Work-life balance and additional options for life betterment such as: deferred compensation, credit union membership, and a wellness program
- Rewarding work that impacts the people of Arizona

### Pre-Employment Requirements

- Candidates for this position will be required to submit to a criminal and financial history investigation.
- Requires possession of and ability to retain a current, valid state-issued driver's license appropriate to the assignment. Employees who drive on state business are subject to driver's license record checks, must maintain acceptable driving records and must complete any required driver training (see Arizona Administrative Code R2-10-207.12.)

An EEO/Reasonable Accommodation Employer

All newly hired employees will be subject to E-Verify Employment Eligibility Verification.

Please apply online at [www.azstatejobs.gov](http://www.azstatejobs.gov)  
Job ID: 30465