

## Senior Product Manager

### Description

As a Senior Product Manager, you will work cross-functionally to drive the ideation, prioritization, definition, and delivery of features, ensuring we are building category-defining products at a best-in-class pace. At Crossbeam, we are passionate about creating a product our users love. The product team is responsible for defining and executing on the best path to that product, then iterating until the desired outcome is met. This means shipping early, often, and with constant measurement of our progress and success. Responsibilities include: Roadmap Planning. Define the best path to product success in a large product area. You will analyze inputs like our core vision, user feedback, usage data, and the market at large. You will brainstorm, define, and prioritize features to ensure weâ€™re working on the highest-impact projects across your product area. Measurement and Experimentation. Constantly track the success of your product efforts by analyzing usage data and gathering qualitative feedback. This data is essential for us to prove we are building a product that makes our users better at their jobs. Domain Expertise. Communicate with customers and key stakeholders to ensure that our roadmap best aligns with the needs of our company and our market. Act as an internal authority on Crossbeamâ€™s product capabilities and deeply understand the competitive landscape, using your informed perspectives to influence go-to-market strategy. Scoping and Delivery. Make tough decisions about the smartest and fastest path to feature delivery, working to ensure features are delightful and useful. Team Collaboration. Collaborate daily with product managers, engineering managers, software engineers, and product designers in a fast-paced, end-to-end process to ensure delivery of new features and functionality. Go-to-Market Coordination. Work closely with Product Marketing on release timing and training to ensure full team alignment and education on the value and use cases for new functionality prior to launch. Business Impact. Become an expert on our growth and revenue funnels and collaborate with the Growth team on product work impacting the growth funnel as well as analytics on product usage and feature adoption.

These are some of your traits You have 5+ years of experience in a product management role, bonus if you have worked as a PM with CRM, BI, or database technology, or have a technical background. You are an outcome-driven product manager and believe success is not just the launch of a feature, but reaching the desired outcome. You have a track record of managing and shipping products users love. You are organized and able to coordinate complex projects and manage cross-functional communication with senior leadership. You love talking to customers and hearing the good, great, and not-so-great things they say about your product. You can synthesize analytics, data, and feedback into a clear product direction. You value experimentation as a way to iterate on products to achieve successful outcomes quickly. You have a deep understanding of how customers use and derive value from B2B SaaS platforms. Bonus if youâ€™ve worked as a PM on products for Sales and Marketing teams. You value documentation as a way to record your process, decisions, and outcome of product work. You have deep empathy for users and teammates alike. You represent the voice of the customer but can apply the lens of an internal stakeholder in the same discussion. You have an understanding of a technical team's needs. You are familiar with the modern software development practices used to build and deploy SaaS applications. Youâ€™re not afraid to speak up when you have a point of view, but can â€˜disagree and commitâ€™ once a final decision is reached. You just read this whole list and got excited. What to Expect from Crossbeam's Interview Process We go through the same interview steps for all Product Management candidates to ensure equity in our hiring process. Our process is designed to learn as much about each candidate as possible, as well as to give candidates access to our team and

### Hiring organization

Crossbeam

### Job Location

Remote

### Base Salary

\$ 60000 - \$ 110000

### Date posted

May 13, 2024

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learn about what it's like to be a PMs at Crossbeam. Topics will range from Product experience to problem-solving approaches and collaboration. Interview steps: First-round call with a Crossbeam in-house recruiter 30 minutes with Lead Product Manager 45 Minute presentation which we call a "Portfolio Review" for a 3-person panel + a 15-minute Q&A The final Interview is set up to meet multiple folks in succession, here's how we break it up: VP of Product Engineering Leader Product Designer Product Manager Benefits This is a salaried\* role. In addition, Crossbeam offers: Health Care Plan (Medical, Dental & Vision) Flexible PTO Policy Parental leave Stock Option Plan 401k Plan + Match Learning & Development Budget Coworking Budget Generous Wellness Stipend \*This role has been categorized as a Remote position. "Remote" employees do not have a permanent corporate office workplace and, instead, work from a physical location of their choice which must be identified to Crossbeam. Employees may live in any of the 50 US States, with limited exceptions. In certain cases, an employee in a remote-designated job may need to live in a specific region or time zone to support customers or clients as part of their role. In Colorado, Connecticut, Nevada and New York City the standard base pay range for this role is \$150,000-175,000 Annually. This base pay range is specific to Colorado, Connecticut, Nevada and New York City and may not be applicable to other locations. In addition to a competitive base salary this position is also eligible for equity awards based on factors such as experience, performance and location. Actual amounts will vary depending on experience, performance and location. Please mention the word **\*\*STYLISH\*\*** and tag `RMzQuODYuMTYzLjE1Mg==` when applying to show you read the job post completely (`#RMzQuODYuMTYzLjE1Mg==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## Contacts

Job listing via RemoteOK.com