Senior Product Manager

Phone :
Web :

Job Summary

Vacancy :
Deadline : Sep 21, 2024
Published : Aug 21, 2024
Employment Status : Remote
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Job Description

Loopio is a workplace that unleashes learning & growth opportunities for our Loopers. We provide autonomous, challenging work that allows each employee to master their craft. We attract and retain people who are naturally curious, have grit and are eager to grow and build their careers. At Loopio, we genuinely support each other, because true success comes from working as #oneteam.

Loopio is a market leader in (RFP) Response Management software, with over 1600 customers across the globe, and is the highest ranked solution on G2 amongst all their competitors. They offer an AI-enabled platform that streamlines the process for responding to complex customer requests such as requests for proposals (RFPs), due diligence questionnaires (DDQs), and security questionnaires. A recent study by Forrester found a 415% ROI on their market leading product which includes an 85% increase in business won, a 51% increase in responses submitted and a 42% reduction in time required by a bid team resulting in an under 6 month payback period for most customers.

Loopio is seeking a Senior Product Manager to execute our product strategy. In this role, you'll lead a mission team responsible for the entire product lifecycle, ensuring our features are innovative, customer-focused, and aligned with business goals. You'll collaborate with both technical and non-technical stakeholders throughout product development and go-to-market processes. With visibility at the highest levels of Loopio's leadership, you'll leverage AI and Machine Learning tools to enhance customer efficiency. The ideal candidate brings 4+ years of experience delivering industry-leading B2B software solutions, with experience shipping features for Enterprise customers.

What You'll Be Doing

• Partner with cross-functional teams to execute a product roadmap that drives customer outcomes by working closely with Engineering to incorporate technical feedback early and often and partnering with Design and Research to conduct qualitative and quantitative research to identify solutions.
• Drive agile development, including sprints and data-driven experiments, while incorporating technical feedback.
• Define and own the measurable success metrics for each of your initiatives; drive product development against those metrics.
• Lead go-to-market efforts and partner with Marketing, Customer Success, and Sales to maximize customer value.

What You'll Bring to the Team

• 5+ years of work experience in product management, shipping successful products in the Enterprise space. Experience working in a high-growth B2B SaaS environment is a nice to have.
• 3+ years working in a lean and agile product development environment; you can validate concepts and bring features to market quickly, and iterate intelligently based on customer feedback.
• Experience with design thinking and user-centric design; you know how to take an empathetic approach to learn about your customers' goals and pain points and discover new product opportunities.
• Eyes on the road ahead; you're a strategic thinker with the ability to align short-term objectives against a long-term roadmap
• An engaging speaker and a persuasive writer; you can communicate complex ideas with simplicity, and can rally people behind your vision.
• Solid technical understanding and experience in software development; you don't write code, but you are comfortable discussing technical product details with engineers and you know the right questions to ask.
• An obsession with learning; you've read the books, taken courses, and are hungry for the latest research about what it takes to develop and maintain a world-class B2B SaaS platform.

Where You'll Work

• Loopio is a remote-first workplace because we recognize the advantages of working flexibly. We have Hub Regions spanning across Canada, UK, and India, which means that employees live and work remotely within a 300 KM radius of Toronto (within Ontario),Vancouver (within British Columbia), Ahmedabad (within Gujarat), Pune (within Maharashtra), and London (UK) and work within regular business hours in their timezone.
• You'll collaborate with your teams virtually (we're just a Zoom call away!) and have established core sync hours and focus time during the workday to enable us to work smarter together

Why You'll Love Working at Loopio

• Your manager supports your development by providing ongoing feedback and regular 1-on-1s
• You have tons of autonomy and responsibility: this role provides an opportunity to try new things and push creative boundaries
• You'll learn more than you thought was possible; our team is obsessed with personal and professional growth (every Looper receives a professional mastery allowance each year)
• You'll be set up to work remotely with a MacBook laptop, a monthly phone and internet allowance, and a work-from-home budget to help get your home office all set up!
• Join us in regular company socials, AMA (Ask-Me-Anything), and quarterly kick-off to celebrate the big wins and milestones as #oneteam!
• You'll be joining a culture that has thoughtfully built out opportunities for connections in a remote first environment.
• We have Employee Resource Groups, various fun virtual activities, and many more moments for us to have fun and learn together!
• You'll be a part of an award-winning workplace and one of Canada's fastest growing companies with ample opportunity to make a big impact here!

We recognize that all too often, potential candidates don't apply for a position simply because they don't hit every single criteria included in the job description—particularly members of underrepresented groups.

Whether or not your experience checks off all the boxes on a job posting, we still encourage you to apply to ensure that your application receives a review from our team. We understand that a resume can only showcase so much during the applicant stage, so we've created prompts in the application for you to share more about yourself. If you've made a career transition (or a few!), you're self taught in a new role, or you have skills/experience you'd like to highlight, we want to hear more about what you could bring to the table.

Loopio is an equal opportunity employer that is deeply committed to building equitable workplaces that are diverse and inclusive. We actively encourage candidates from **all** backgrounds and lifestyles to consider us as a future employer. Please contact a member of our Talent Experience team (work@loopio.com) should you require accommodations at any point during our virtual interview processes.

Apply for this job

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits