

Senior Product Manager



Phone :

Web :

Job Summary

Vacancy :

Deadline : Aug 22, 2024

Published : Jul 22, 2024

Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Conexiom offers cutting-edge solutions that automate the manual processing of critical B2B commercial documents in supply chain purchasing. These documents include purchase orders, invoices, order acknowledgements, and advanced shipping notices for some of the world's biggest companies. We differentiate in data accuracy, error prevention, rapid time to value, and the use of AI to power both our core solutions as well as provide insight and analysis into transaction history to improve accuracy, profitability, and key customer satisfaction metrics. Our impressive customer list includes global giants across many industries, from distributors to manufacturers, from pharmaceutical to retail.

With over \$170M in funding and booming sales, Conexiom is looking for a Senior Product Manager to help us capture an identified market opportunity through the build and release of a new product that draws from the success of existing offerings.

About the role

Conexiom is targeting higher value propositions than ever before, powered by AI insights. With new product development and expanded R&D investment, we're on the hunt for someone who wants to make a major contribution to one of our biggest new opportunities.

Good product managers often act as the CEOs of the products they own. Forget the stereotypes, here's what we mean:

Entrepreneurial: Seek growth and expansion opportunities.

- Can deliver on both iterative gains while strategically evaluating new products, investments, partnerships, and markets.

End-to-end Ownership: Take responsibility from concept to release.

- Thinks beyond design/build/release, owns the full spectrum of go-to-market motions for their products. Engage sales, marketing, account management, and support to engineer the success of both readiness and adoption.

Strategic Roadmap: Saying 'yes' to one thing is saying 'no' to another.

- Evaluate ROI of each investment opportunity to prioritize and optimize roadmap for maximum impact, considering both near term EBIDTA, NRR, and NPS goals as well as long term company goals.

Data-Driven Decision Making: Choose the right tool for the right job.

- Validate new ideas through a variety of methods, including market research, interview, survey, wireframe, data analytics, competitor research, lean canvas, technical proof of concept, A/B testing, propensity to buy, pre-sales, etc.

Technical Prowess: Be tech forward, invest in platform, and consider long-term tech strategy.

- If the product manager is the CEO of the product, the engineering, architectural, and data science leads are the CTO. Consider trade-offs in speed to market vs build it right. Strategically reduce tech debt while monitoring the tech radar and consider opportunities to make advancement. Reduce tech debt while rolling out scalable services. Consider API needs, data structures for future AI use cases, and evolving security, accessibility, and compliance needs.

Every year will bring new and interesting challenges as we match new product work with the skills and interests of each of our product managers, matching their career growth ambitions to the work that best helps them grow and develop new skills.

Qualifications

- 7+ years of product management or entrepreneurial experience.
- Proven track record of successful product deliverables.
- Personal accountability and team oriented.
- Established product playbook and proficiency in best practice product methodologies.
- Technical experience with proficiency in data standards, APIs, enterprise integrations, and AI.
- Openness to learn and keen introspection: can equally celebrate the wins as well as identifying opportunities for self-improvement.
- Excellent communication skills, with the ability to engage with stakeholders at levels in the organization, tailoring the messaging of complex ideas to the needs of the audience.
- EDI, Order Management, or eCommerce experience considered an asset.

The targeted salary range for this position falls between \$125,000 and \$165,000 CAD depending on experience and qualifications.

About Conexiom

Conexiom is a cloud-based, purpose-built platform that automates the most critical and complex B2B document transactions between buyers and sellers. Manufacturers and distributors across the globe, such as Grainger, Genpak, Honeywell, and Lonza, trust Conexiom to create resilient operations that scale, drive growth, reduce costs, and build frictionless relationships with their customers. Conexiom is based in Vancouver, British Columbia, and has offices in Kitchener, Ontario, and London, England. Visit [Conexiom.com](https://conexiom.com).

Conexiom embraces diversity and equal opportunity. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. We are working to ensure that the profile of our staff reflects the profile of the communities we work in and serve. For that reason, we seek resumes and expressions of interest from a broad and diverse talent pool. Strength comes from the inclusion of diverse perspectives and experiences.

Reasons to work for Conexiom

Our MISSION is to transform broken processes into business value

We are **DATA**-driven and **RESULTS**-focused

We show our COMMITMENT to the people that make-up Conexiom by:

- Training and development opportunities
- Competitive compensation
- Work/Life balance – Open PTO Policy in North America & Flex days in the UK
- Comprehensive health, dental, & vision insurance

We build products & internal processes that increase efficiencies and drive INNOVATION for our customers

Our VALUES

- We care for each other
- We hold ourselves accountable
- We make our customers heroes
- We over-communicate
- We are inclusive & want to make change for the better

Conexiom is proud to offer equal employment opportunities. If you have a need that requires accommodation at any time during the recruitment process, please reach out to our Talent Acquisition Manager at aendy@conexiom.com

#LI-Hybrid

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
