

**Senior Product Manager,  
Channels Partnerships**



Phone :  
Web :

**Job Summary**

---

Vacancy :  
Deadline : Sep 03, 2024  
Published : Aug 03, 2024  
Employment Status : Remote  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

### **Do you have a passion for partnerships and a talent for developing innovative software solutions to drive business growth?**

Then Jobber might be the place for you! We're looking for a Senior Product Manager - Channels to be part of our Partnerships & Platform organization.

Jobber exists to help people in small businesses be successful. We work with small home service businesses, like your local plumbers, painters, and landscapers, to transform the way service is delivered through technology. With Jobber they can quote, schedule, invoice, and collect payments from their customers while providing an easy and professional customer experience. Running a small business today isn't like it used to be—the way we consume and deliver service is changing rapidly, technology is evolving, and customers expect more. That's why we put the power and flexibility in their hands to run their businesses how, where, and when they want!

Our culture of transparency, inclusivity, collaboration, and innovation has been recognized by Great Place to Work, Canada's Most Admired Corporate Cultures, and more. Jobber has also been named on the Globe and Mail's Canada's Top Growing Companies list, and Deloitte Canada's Technology Fast 50™, Enterprise Fast 15, and Technology Fast 500™ lists. With an Executive team that has over thirty years of industry experience of leading the way, we've come a long way from our first customer in 2011—but we've just scratched the surface of what we want to accomplish [for our customers](#).

#### **The team:**

The channel partner ecosystem is a significant and rapidly-growing part of Jobber's core strategy - scaling Jobber growth beyond our direct business. We are building cutting edge products that support a diverse portfolio of partner experiences in Jobber, such as Franchise Groups, Dealers/Manufacturers/Suppliers, and Telecommunication companies. We work closely with the Partnerships team, external partners, and across Jobber to build and grow our portfolio of channel partners.

#### **The role:**

Reporting to the Director of Product Management, Platform & Partnerships - as a Senior Product Manager you will define the product roadmap and strategy for products and platforms that support and grow a diverse portfolio of channel partners. You will collaborate with the partnerships team and external partner groups to deeply understand their operational needs and translate those learnings into product ideas. You will work closely with a cross-functional team of engineers, designers, marketers and data scientists to bring these products to life and accelerate channel partner growth.

As a **Senior Product Manager** you will:

- Build a deep understanding of our customers: partner groups consisting of home service businesses (such as plumbing companies, landscapers, electricians, housekeeping etc.) spread across industries, locations and sizes.
- Drive complex, business-critical channel product initiatives. Define a vision, strategy, and roadmap that enables a diverse portfolio of channel partners.
- Prioritize opportunities into a cohesive product roadmap that ties customer and partner needs with Jobber's business goals and competitive landscape.
- Synthesize learnings across channel categories into common denominator product investments.
- Balance short-term wins with long-term strategic bets that span across channel categories.
- Partner closely with other departments across the company (e.g. Partnerships, Sales, Success, Product Marketing, and more) to launch and scale new ideas.
- Define and monitor key product metrics across discovery, adoption, revenue, churn and engagement to track the success of your bets, stepping in when things are not tracking with business goals.
- Engage and cultivate relationships with product partners to influence shared cross-team directions and manage risks or trade-offs.

Communicate clearly and crisply with leadership stakeholders and drive alignment across multiple teams.

As a **Senior Product Manager** you are:

- Scrappy and comfortable flexing into different roles to support your team
- An excellent communicator and conveys complex ideas succinctly and clearly
- Naturally collaborative and empathetic. You're comfortable working with a diverse group of stakeholders across the organization and making sure every voice is heard
- Passionate about building across groups and in complex areas.
- Curious and inquisitive. You ask "why?" a lot

#### **To be successful, you should have:**

- 5+ years experience as a Product Manager, preferably working with partners or building solutions that scale beyond SMBs.
- Owned a complete product or large parts of an offering and are comfortable engaging cross-functional teams.
- Demonstrated ability to influence company-level strategy and work with business leaders to execute on the transformation
- Synthesized problems from a complex set of user groups into a cohesive product strategy and direction.

#### **What you can expect from Jobber:**

Having been named as a [Top 10 Great Place to Work in Canada](#), we walk the talk. Here are just some of the great things you can expect from us:

- A total compensation package that includes an extended health benefits package with fully paid premiums for both body and mind, RRSP matching, and stock options.
- A dedicated Coaching and Development function, including Development Coaches, to help build the career you want and hit the goals you set, while ensuring you're reaching your fullest potential.
- Support for **all** your breaks: from vacation to rest and recharge, your birthday off to celebrate, health days to support your physical and mental health, and parental leave top-ups to support your growing family.
- A unique opportunity to build, grow, and leave your impact on a \$400-billion industry that has no dominant player...yet.
- To work with a group of people who are humble, supportive, and give a sh\*t about our customers.

*We believe that diverse teams perform better and that fostering an inclusive work environment is a key part of growing a successful team. We welcome people of diverse backgrounds, experiences, and perspectives. We are an equal opportunity employer, and we are committed to working with applicants requesting accommodation at any stage of the hiring process.*

#### **A bit more about us:**

Job by job, we're transforming the way service is delivered. Your lawn care provider, home cleaning service, plumber or painter could use Jobber to better connect with their customers, save time in the office, invoice faster, and get paid! We're bringing tens of thousands of people together with technology to deliver billions of dollars a year in services to happy customers. Jobber exists to help make these small businesses successful, and when they're successful we all win!

**Education & Experience**

---

**Must Have**

---

**Educational Requirements**

---

**Compensation & Other Benefits**

---