Technical Product Manager

Phone :
Web :

Job Summary

Vacancy :
Deadline : Aug 20, 2024
Published : Jul 20, 2024
Employment Status : Remote
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

About Versapay ⬜

For growing businesses that need to accomplish more with less, Versapay's Accounts Receivable Efficiency Suite simplifies the invoice-to-cash process by automating invoicing, facilitating B2B payments, and streamlining cash application with AI. Versapay integrates natively with top ERPs, while allowing businesses to collect with a self-serve payment portal and collaborate with customers and teammates to resolve what automation alone can't. Owned by Great Hill Partners, Versapay's employee base spans the U.S. and Canada with offices in Atlanta and Miami. With 10,000 customers and 5M+ companies transacting, Versapay facilitates 110M+ transactions and $170B+ in payments volume annually

Think you might be the next Veep to join? Read on!!

Our Values

⬜⬜ We obsess over our customers.

⬜⬜ We help each other.

⬜⬜ We embrace diversity.

⬜⬜ We find better ways.

⬜⬜ We get things done.

⬜⬜ We own it.

How you'll make a big impact here – and on your career:

Product management at Versapay is a craft that requires reimagining the status quo, finding ways to create value, and driving innovative experiences for clients and their customers through technology. We are seeking an experienced and technical Product Manager to join the Versapay product management team. In this role, you will be responsible for driving the product experience vision and execution of the roadmap, ensuring it aligns with the company's overall objectives. You will be responsible for leading a cross-functional group of engineering, design, and go-to-market team members to meet the needs of our customers and our business. At the same time, will be expected to foster a high-performance culture and promote excellence of the craft of Product Management across the company.

As a Product Manager you will be responsible for driving customer and business value through ownership of new and existing products. You will manage products end-to-end, from early-stage research and ideation, through to implementation and improvement over time. Your impact will be measured by key commercial and customer success metrics. At the same time, will be expected to foster a high-performance culture and promote excellence of the craft of Product Management across the company.

This role is designed to drive change, both in buyer behavior and operational processes, which means that a great candidate remains effective while being flexible and agile. You'll use your intellectual curiosity, passion for product and bias toward action to steer strategy.

What you'll do:

• In this role, you will be responsible for the development and improvement of API-based connectors for rapid customer onboarding in key Versapay markets, particularly Oracle NetSuite. Strong working knowledge in Oracle NetSuite is required.

• **Unify product strategy**: Set the vision and direction for the product. Identify opportunities for cross-product collaboration, standardization and unification of various product lines and execute on agreed-upon strategies.

• **Own the Product Development Life Cycle**: Lead product end-to-end as part of dedicated squads throughout the entire development cycle, including top-end discovery and go-to-market.

• **Be the expert on the product and customer:** Know the product inside and out and understand who is using it and what they need to accomplish. Participate in market and technical design sessions, prototypes, and iteration planning meetings to build a product high in utility and adoption.

• **Partner across teams:** Leads agile cadences with designers and engineers to ensure alignment and prioritization. Collaborate with Marketing, Professional Services, Sales, and Success leaders to clearly define and develop the product's value proposition and utilization across the organization.

• **Conduct in-depth market research and user analysis** to identify opportunities for payments products. Design hypotheses and effective experiments to test and learn.

• **Identify progressive product features** leveraging forward thinking technology, data, and tools, including ML or AI, that will provide a significantly differentiated value to the Versapay network suppliers and buyers helping them to drive significant efficiencies in accounts receivables.

• **Operate in a complex cross-functional environment**, leading and influencing others, ultimately resulting in timely tactical decision making to advance our objectives.

• **Drive progress**:Lead the development process from ideation to launch, including requirement gathering, technical specifications, user testing, and launch strategy. Define and prioritize the product/feature backlog, develop epics, and write user stories. Create customer facing and internal documents, presentations, articles, and training. Facilitate launch, adoption, and success of product go-to-market plans.

What you'll bring to the team:

• 5+ years of proven experience in product management.

• Experience designing API-based Connectors to Oracle NetSuite, particularly using SuiteTalk, SuiteQL and SuiteScript.

• Experience implementing Oracle NetSuite "Financial Management" or developing custom solutions for the NetSuite market. The solutions may be NetSuite Applications or integrations to external platforms.

• Experience with Order to Cash processes in a Business-to-Business (B2B) setting, particularly AR billing, AR collections and e-commerce.

• Technical experience with modern API methods, SQL and the development of complex systems at scale.

• 5+ years translating business strategy or analysis to user facing digital products

• 5+ years working with cross functional teams as a product owner in an agile development process.

• Passionate about your customers and advocating for what is best for them.

• "Builder" Mentality: Entrepreneurial and scrappy mindset. Ability to thrive in ambiguous environments with a track record of defining and executing net new initiatives. A desire to solve problems with no obvious path forward.

• Excellent communication skills, both written and verbal, along with experience presenting to C-level leadership and managing stakeholders. Ability to communicate both persuasively and collaboratively across partners to deliver outstanding results. Demonstrated ability to distill complexity for both technical and business audiences.

• Possess deep analytics thinking and proven ability to interpret information to inform decision-making.

What will make you stand out:

• Oracle NetSuite certification is considered valuable, with preference to the "Web Services Developer", or the "Application Developer", or the "SuiteCloud Developer", or the "Financial User" certifications.

• Prior experience in ERP consulting is an asset.

#LI-Remote

All of our Veeps live out our core values:

We look for excellence: individuals that are better than we are and not only meet our values but bring value to our teams.

Research shows that while men apply to jobs when they meet an average of 60% of the criteria, women and other marginalized folks tend to only apply when they check every box. Think you have what it takes, but not sure you check every box? Apply to the role anyways. We'd love to talk and determine together whether you could be a great fit!

We are committed to providing an environment that is inclusive and accessible. Versapay is an equal opportunity employer and considers all applicants for employment without discrimination. Please let us know if accommodation for the recruitment/interview process is required and we will work with you to make sure your needs are addressed.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits