

Product Manager - B2B SaaS (5 to 7 Yrs)

About Contify

Contify is a technology company that offers an AI-enabled Market and Competitive Intelligence (MCI) platform to help professionals make informed decisions.

Contify helps organizations such as Ericsson, EY, Wipro, Deloitte, L&T, BCG, MetLife, etc. track information on their competitors, customers, industries, and topics of interest. Contify delivers unique strategic updates by continuously monitoring over 200,000+ sources on a real-time basis.

Contify is rapidly growing with more than 175 people across two offices in India. Contify is the winner of Frost and Sullivan's Product Innovation Award for Market and Competitive Intelligence Platforms.

About the Role

We are looking for a product manager with a passion to solve user problems using scalable product features with a delightful user experience. This requires you to think strategically and holistically about business outcomes, while also being able to act tactically and dive into the details. You should be able to drive the product/feature in a dynamic and complex business information environment.

Job Description

- Develop a deep understanding of the market and competitive landscape and successfully synthesize those into the focused product roadmap.
- Interact with stakeholders and customers to develop a deep understanding of their jobs, roles, challenges, expectations, and desires.
- Define and communicate the features we should build, what impact we expect them to have, and how we position against competitors and market this to customers.
- Carry out comprehensive requirement gathering, feature specs, proper documentation (PRD and SRS), and impact analysis.
- Drive the execution and delivery of features by collaborating with cross-functional teams: product marketing, engineering, sales, and operations teams, and ensure alignment on priorities, initiatives, and outcomes related to our product.

- Drive the adoption of product and performance across the user base.
 - Regularly analyses and report the product performance against various KPIs.
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Requirements

- 5 to 7 years of experience with at least 3 years in product management in a B2B SaaS organization
 - 1 to 2 years of experience in software development/ coding
 - Experience in optimizing user work-flows and integrations with other enterprise software
 - Experience in product research and feature conceptualization
 - Experience in working closely with product marketing, design, and technology teams
 - MBA preferred
 - Experience in B2B information products, knowledge management, search technologies, and platforms will be an added advantage
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Note

Contify is a people-oriented company. Emotional intelligence, therefore, is a must. You enjoy working in a team environment, supporting your teammates in pursuit of our common goals, and working with your colleagues to drive customer value. You strive to not only improve yourself but also those around you.