Portfolio Product Manager

Have you worked in a platform environment across multiple customers and industries? Are you looking to get in at the ground level and create our portfolio product management function? Getting your hands dirty along the way, working with customers and setting up the structures needed to allow us to manage our products cohesively? This could be the role for you !

Description

MATTR is a fast-moving organisation operating in a new market category of verifiable data and digital trust. We do this through SaaS platform offerings that provides enterprise grade decentralised identity capabilities that support the needs of traditional organisations and a new set of web3 companies designing ground up for a decentralised future.

We are on the lookout for people that are passionate about emerging technology and thrive in fast paced environments. By joining our team, you will be helping to develop a whole new category of tools that support the next generation of the internet – the web of trust.

The MATTR Platform is designed for global scale. We are looking for a MATTR Platforms – Portfolio Product Manager who will be responsible for driving out the end-to-end productization process for MATTR platform products and managing in-life product performance.

You will work with the entire organisation to ingest insights, business case new capabilities, define and refine commercial packing. Create go-to-market strategies (including partners, segmentation, competitive positioning and pricing considerations). You will be responsible for key platform and platform capability related elements of the product roadmap including deployment models, platform versions, platform features, availability, SLA management and performance management.

Over time this role will expand to lead a team of people focussed on the full spectrum of MATTR platform capabilities across our VII products and our SDK platform.

Your unique blend of business and technical-savvy, courage to dive into key strategic initiatives and eye for details will enable MATTR to deliver compelling products and services that solve real problems for our customers.

LOCATION – Preferably Auckland central business district however other NZ locations will be considered.

What you will be doing

- Developing a deep understanding of the customers / markets through 'insights' from pre-sales, customer deliverables based collab, funded R&D, community, competitive forces and working alongside our 'MATTR Labs' function.

- Working alongside product design teams and supporting technical product managers to create detailed product requirements documents and understand software development lifecycle from a capacity and cost perspective.
- Leading out product / market fit activities with stakeholders from across the organisation by driving a comprehensive go to market model to support launch and in-life management. Including:
    - Helping shape the positioning in different markets / channels for MATTR Platform capabilities
    - Bringing together all aspects of the GTM strategy (including market, segment, channel, partner) for MATTR Platform capabilities and setting the KPIs for platform product performance
    - Creating pricing strategies, bundling, licenses & terms & SLAs to align product performance measurement.
    - Providing input into investment priorities for 'what markets when' and platform product capabilities required for them.
- Creating reusable solution (business or technical) patterns e.g. commercial patterns, customer journey patterns, integration patterns, eco-system patterns etc
- Contributing to and leading the content development effort for these 'patterns' / product collateral including creation of sales enablement assets and partner content.
- Defining the commercial wrap and 'ways to buy' options for MATTR Platform capabilities, including:
    - Different deployment options (public cloud vs private cloud)
    - Different agreement structures – i.e OEM / Wholesale / Reseller models
    - Different product consumption models – i.e Self-service models
- Understanding, managing, and optimising cost architecture and within the product supply chain.
- Optimizing revenue at key acquisition points and packaging levels
- Measuring and being extremely data driven around key customer buy journey metrics e.g. drop-offs, ACV, month on month transaction growth and churn.
- Being the custodian of the NFRs and continuously measuring customer SLA performance against contracts.
- Working closely with customers and the MATTR Labs team to gain product insights at every point throughout the product development lifecycle.
- At times work outside NZ business hours as MATTR's has global customers, this may necessitate meetings/workshops that happen in their time zones.

What are the skills and requirements needed?

You will

- In a perfect world you will have experience managing an end-to-end product process and be very good at engaging with stakeholders across an organisation gather insights and context.
- At least 5 -10 years' experience in product management with a particular focus on delivering commercial outcomes and working with a wide variety of customers
- Experience leading and having heavy input strategic priorities, helping others relate to and align with it and setting product vision for a set of features

- You will be extremely data driven and be meticulous about producing 'proof points' and context for your outcomes.

- You might have experience in start-up environments, or alternatively you might have worked in a mature product organisation. Equally you might have a completely different background and be looking to make a switch. Whatever your background, you will be able to demonstrate relevant experience and/or a portfolio of interesting work that can showcase your capabilities.

- You may have academic qualifications but equally you may not. Either way you have excellent written communication skills and an ability to solve problems of both a technical and a commercial / market nature.

- Strong collaboration with highly technical areas, comfortable discussing the merits of a RESTful endpoint, appreciation of cryptographic methods. For this portfolio, you will need to be comfortable with all aspects of the technical product delivery cycle

- Experience using a range of metrics to monitor the success and health of products and services

- Excellent stakeholder management skills and experience building meaningful, collaborative relationships across all levels of the business

Personal and work ethics

- You are a self-starter who takes initiative, is creative, has high energy, and would thrive in a very dynamic software company.

- You are a team player who is eager to share their findings and contribute to a collective understanding – someone who is super smart and committed to making a difference - but won't trip over their ego when they turn around!

Advantageous

- Awareness of Self-Sovereign-Identity, Decentralized Identifiers and the Web of Trust ecosystem

- Understanding of Oauth2, OpenID Connect and other established authentication and identity management protocols

- Experience building SaaS services & products and promoting them to grassroots developers as well as large enterprises and government agencies

What's in it for you?

The chance to be part of MATTR, to be surrounded by like-minded peers with no ego's, an attractive salary and flexible working arrangements, and a company that lives and breathes its values every day.

CRAZY ENOUGH   MAKE FRIENDS WITH   LIFT OTHERS   CHECK YOUR EGO
                      THE EDGE

Sounds like you? We would love to hear from you!

MATTR values diversity in the workforce and we encourage candidates from diverse backgrounds, including those with access needs, to apply for our roles.