

SENIOR PRODUCT MANAGER

About us

GRG India is a SAAS company providing products in incentive and reward management. Our SAAS product - "My Incentives" helps companies engage and incentivize their Sales teams, customers, and channel partners. Our clients include some of India's top brands across BFSI, FMCG, Construction, IT, Agro Chemicals, and Automotive industries.

'My Incentives' is a b2b, no-code enterprise SaaS product. We automate the end-to-end sales and channel incentive process, typically for large companies with 2,000+ member strong frontline and channel sales teams.

Specifically, we keep our clients' brands and sales top of mind for the sales and channel sales reps via:

1. Automating the admin hassle of executing and calculating sales incentives Our sophisticated, real-time engine ingests and transforms the data and calculates incentives in real time
2. Gamifying and motivating front line and channel sales teams
3. Providing visibility to the regional sales leadership
4. Driving zero leakages and zero fraud in incentive payouts

We are looking to add a Product Manager. Join our Rockstar team and help us in building and growing an incredible platform for SaaS products aimed at motivating employees and sales teams.

Responsibilities of the role:

- Building and owning the product roadmap
- Gathering and managing ideas coming from different sources (e.g. internal stakeholders, business leaders, and customers/end users).
- Developing a product strategy which directly relates to the business strategy
- Defining and writing product specifications.
- Writing user stories - descriptions of features to be built, written from the perspective of the end user to emphasise the value this feature will bring
- Working closely with the designer to ensure that designs reflect user stories functionally, and are intuitive from a user experience perspective
- Prioritisation: Taking a closer look at the ideas backlog and deciding which items should be prioritised in line with the product strategy and KPIs
- Overseeing the development and delivery of the product; turning items from the backlog into tasks and projects for the development/engineering team
- Overseeing the creation of product prototypes in collaboration with end users, internal stakeholders, designers, and developers, and gathering and implementing feedback on those prototypes
- Defining overall success metrics for the product
- Running experiments and using analytics to measure the product's performance and identify opportunities for improvement
- Conducting and/or overseeing research to gain a deep understanding of the customer/end user's needs.
- Setting up processes to capture and organise user feedback and internal loop.

What you will need:

- A degree in Computer Science, Engineering, or a related field is required. An MBA or an equivalent degree is a plus.
- 3+ years of experience in product development or management role.
- Proven B2B SaaS and agile product development experience

- Functional knowledge of external apps and API integrations
- Technical background with experience in software development or web technologies.
- Attention to detail and good problem-solving skills.
- Excellent interpersonal skills.
- Good written and verbal communication.
- Exceptional leadership skills.

We offer high growth opportunities, a culture of recognition (we don't just sell our SaaS product, we use it ourselves everyday) and a hybrid work environment.