



# Senior Product Manager

Full-Time (Nashville, TN or Remote)

Reporting to CEO

## Company Overview:

Founded by nonprofit and technology veterans in 2019, Generous is a Nashville, TN startup who has built a powerful donations engine that facilitates the collection of nonprofit donations from generous people online anywhere. Support the causes you care most about when you're streaming your favorite concert, buying a gift for a wedding, or making an everyday purchase. We are making it easier for people to be Generous!

## Our Mission:

To be the most trusted company offering a simplified solution to donate anywhere online.

## Opportunity:

To play a key role in helping develop new product offerings to streamline donations. Work with an innovative team, owning our product roadmap, aiding in the overall company strategy and direction. You should thrive in a fast-paced environment and find purpose in your work from having a measurable positive impact on society.

## Responsibilities:

- Deliver value to our consumers and the business we work with by extending our product offerings while working with our Partnerships, Design, Engineering, and Marketing teams
- Create new product offerings in the financial and commerce space, around the transaction flow for donations
- Inform your product vision by sussing out underserved needs and parity features expected by our consumers through qualitative and quantitative user research
- Become the subject matter expert of the industry and consumers
- Run product discovery and product development in parallel
- Strike the right balance between input (ie, working on the right project), output (ie, getting it to market quickly) and outcome (ie, measuring against a definition of success)
- Maintain a prioritized backlog of projects and bugs that ensures fast speed to market for our most valuable initiatives
- Generate concise project specs, wireframes, and other supporting material with strong attention to detail and a preference for an intuitive, less-is-more user experience
- Manage conversion rate optimization (CRO) efforts, share the lessons from failures and successes, and launch the winners into production
- Report on the progress of the OKRs and top projects
- Evangelize your product to further successful market adoption

**Requirements:**

- 5+ years of Product Management experience with consumer products in the B2B and B2B2C space, ideally SaaS offerings
- Bachelor's Degree or higher in related field
- Identify business opportunities and think at a high level about product vision - answer "Which user problem needs to be solved?", not just "What is the easiest thing to build"?
- Learn from users and past product decisions, track against a definition of success, and iterate to improve an offering
- Passionate about designing great user experiences
- Effectively influence and inspire Design, Engineering and Go-to-Market teams
- Drive product decisions with user research
- A successful track record of running CRO experiments
- Give and grow from constructive feedback
- Comfortable leading and managing multiple projects at once

**Preferred Qualifications:**

- Real-world experience as a developer, a designer or a data analyst
- An affinity for analyzing data with SQL and data visualization tools in order to make more objective, data-driven product decisions
- Project management experience and qualifications
- Confidence in running unit economic models for predictive data projections
- An evangelist of researching and determining consumers' unmet needs
- An expert in mental and product models
- A lifelong learner
- People love working with you

**Compensation:**

Generous has a competitive compensation plan that includes:

- A competitive annual salary that factors in location and experience
- Stock options
- Medical, Dental, and Vision Insurance
- 401K options
- Unlimited PTO

**Perks:**

- Have a measurable positive impact on society
- Work with a team of passionate professionals
- Bi-Yearly company retreats and volunteer activities

**Generous believes an equitable and inclusive work environment and a diverse, empowered team are key to achieving our mission.** Generous provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, gender identity or expression, veteran status, or genetics.