

B2C Product Manager

Reporting to the Director of Product, you will be responsible for translating our vision and defining the direction of Virtuo's product and its roadmap. You will take part in a cross-functional team working together to deliver and scale a remarkable product for home buyers.

Who you are

You have a talent for identifying market opportunities in consumer product offerings and the innovative mindset to fulfill them. You have experience in a scaling or high growth environment, with a focus on the B2C market. You are a highly skilled market analyst with a proven ability to strategize the full lifecycle of product production. You excel in a dynamic, fast paced environment that is constantly evolving.

What you'll be doing

- Working with product owners/directors to prioritize and translate customer needs into a concise roadmap and release plans
- Scope and prioritize activities based on business and customer impact
- Define and execute on clear success metrics and support the team to achieve them
- Understand and represent client needs
- Complete regular market analysis (always having an eye on the competitive landscape)
- Ensure a competitive product offering, continually optimizing based on internal/external needs
- Source, synthesize and transform datasets into provide insightful analyses
- Communicate the vision, roadmap, and status of projects across the team, internal stakeholders, clients, and executives
- Working with product owners/directors to prioritize and translate customer needs into a concise roadmap and release plans

How you'll be measured

- Monthly active users
- Customer retention

What we're looking for

- 3-5 years experience as a product manager in a scaling or high growth tech company
- Experience managing all aspects of a successful product throughout its lifecycle
- Proven track record of managing products that revolve around or have high focus on CX/UX
- Hands on experience with client interviews and discovery
- Familiar with DevOps and an understanding of engineering principles

What will help you succeed

- Ability to work effectively with cross-functional teams in a high growth environment
- Output and delivery driven with a strong passion for CX
- Comfortable in a highly technical environment and a strong understanding of the nuances of technical decisions
- Personal traits
 - Passion for problem solving and root cause analysis
 - Ability to find the balance between user needs and business goals while questioning and validating assumptions along the way
 - Thoughtful communication skills with experience managing a variety of stakeholders

Who Are We?

Virtuo is a home concierge platform redesigning the entire homeownership journey. We partner with large home builders to help them deliver the seamless, first-class homeownership experience that consumers have come to expect in today's age.

We're a tight-knit, straight shooting team – we collaborate and dream big, and are looking for someone who wants that kind of camaraderie. We don't take ourselves too seriously, but when it comes to the business, we are laser focused on our vision and our results show it.

Resumes can be sent to careers@virtuo.com. We look forward to hearing from you.