



**Senior Product Manager** Cambridge, UK.

As a key member of the Product Management team this Senior Product Manager will make a significant contribution to setting and communicating the direction of the company's products and bringing high quality solutions to market.

This position focuses on the JitsuIn RKVST high-scale Software-as-a-service which enables enterprises to create infrastructure that provides Continuous Assurance for their critical shared assets and data.

### Key responsibilities

- **Meet business goals** – Products and solutions must meet the economic business goals established by the portfolio. You will synthesise inputs from all other departments and customer/community stakeholders to align the business goals with our product features and capabilities.

#### Activities will include:

- Continuously refine the model for what constitutes 'value' for the product based on market and user signals
- Significant input to pricing decisions, including primary responsibility for feeding back the cost component of feature delivery to internal stakeholders
- Significant input to make-vs-buy and licensing decisions

- **Get it built** – collaborate with Agile Release Trains (ARTs) and Solution Trains to build the required functionality. You will synthesise inputs from industry/customer/community to provide Feature input to the Engineering Team and communicate the business value of those features to the Sales, Marketing, and Customer Success teams.

#### Activities will include:

- Clearly understand what we **don't** do, and make sure we don't do that
- Clearly understand and internally document/communicate the various customer and stakeholder constituencies
- Understand customer needs through constant communication, research, and design thinking. Ensure the 'V' and 'P' of MVP.
- Active participation in PI Planning, representing the product vision and ensuring planning leads to tangible and appropriate business value
- Manage and prioritise the Feature backlog

- **Get it off the shelf** – Internally, collaborate with internal stakeholders to ensure solutions are deployed and deployable; externally, collaborate with business stakeholders to deliver right products to the right market at the right time.

#### Activities will include:

- Marketing enablement: coordinate feature readiness with marketing release milestones
- Channel enablement: maintain value for OEM and SI customers alongside the public SaaS
- Community enablement: reduce inertia and friction for the general user

- **Leverage support** – Ensure product offerings are appropriately supported and enhanced through stakeholder and community activities to create a continuous flow of value. You will identify the correct needs and activities and work with the Customer Success team to get it done.

## Nice to have

- SAFe Agile experience/certification
- Experience in one of the following industries:
  - Cybersecurity
  - Functional Safety
  - Insurance
  - Assurance

## Required experience

- 5 years + in agile Product Management, with at least 2 in a cloud/SaaS context
- Track record of delivering high quality software in an Agile development process
- Demonstrable experience of managing cloud service offerings from conception to successful deployment

## Qualifications

Bachelor's degree in Computer science or related discipline

## Desired attributes

- Proactive - Develops practical solutions, takes ownership, and has a 'can do' approach
- Technically Curious – Regards technology problems as challenges
- Teamwork – Engaged with the business, communicates openly, shares information and knowledge, networks internally and externally, persuades rather than pushes, involves and respects colleagues
- Creative – Connects the technical dots with a goal of building customer value
- Responsive - Always reacts quickly and with a sense of urgency in a timely and flexible fashion

## Company Description

Jitsuin RKVST is a service for developers to continuously prove who did what when, which brings confidence in critical business decisions. It delivers provenance, governance, and immutability to prove trustworthiness of shared data from a single line of code, with none of the costs, distractions, and diversions of crypto.

Jitsuin enables a developer community with open-source tools and APIs to connect with RKVST which creates data assurance infrastructures to get the right shared data to the right place at the right time.

RKVST will deliver a prosperous data-sharing, zero-trust economy where critical business decisions are continuously assured with archivist-grade proof of who did what when to any asset.

