

Aviso is the AI compass that guides sales and go-to-market teams to close more deals, accelerate growth, and find their Revenue True North. Aviso AI delivers revenue intelligence, drives informed team-wide actions and course corrections, and gives precise guidance so sellers and teams don't get lost in the fog of CRM and augment themselves with predictive AI.

With demonstrated results across Fortune 500 companies and industry leaders such as Dell, Splunk, Nuance, Elastic, Github, and RingCentral, Aviso works at the frontier of predictive AI to help teams close more deals and drive more revenue. Aviso AI has generated 305 billion insights, analyzed \$180B in pipeline, and helped customers win \$100B in deals. Companies use Aviso to drive more revenue, achieve goals faster, and win in bold, new frontiers. By using Aviso's guided-selling tools instead of conventional CRM systems, sales teams close 20% more deals with 98%+ accuracy, and reduce spending on non-core CRM licenses by 30%.

Senior Product Manager

- Sector:Internet Services
- Job Type:IT/Software Development
- Minimum Experience Level:Experienced (Non-Manager)
- Education Level:Bachelor's Degree
- Remote Working:Yes
- Salary:Unspecified (Full Time).
- Location:Hyderabad/Bangalore. India.

Job description

Product Managers work with cross-functional teams of engineers, designer and data scientists and researchers to build products. We are looking for extremely entrepreneurial Product Managers who value moving quickly, and can help innovate and coherently drive product initiatives across the company.

Reporting to the SVP of Product and Customer Experience, you will be working to ensure that customers are delighted with Aviso solutions. The ideal candidate can understand our customers, their needs, their business processes, and their challenges, and is capable of guiding them through the process to implement and adopt Aviso. This is the job for you, if...

- You've been told you're scrappy, a progressive, a roll-up-the-sleeves get stuff done type of person.
- You don't leave things to chance and rely on your ability to "wing it" rather you're calculated, data-minded, prepared and take measured risks. You trust the data not your intuition.
- You're resourceful, excellent with defining product user cases and user stories, intellectually curious and ready for new challenges.
- Take pride in maintaining a unified product vision between Product, Design, and Engineering.

This is what you'll do...

- Manage the scope, execution, and quality of product features from ideation to production.

- Specify functional requirements for current and future products by conducting market research supported by on-going visits to customers and prospects.
- Drive a solution set across development teams (primarily Engineering, Machine Learning and the Go-to-Market teams) through business and functional requirements, product design, customer adoption and positioning.
- Maintaining the feasibility of the product roadmap
- Educate Engineering on they “why” features are being built and “what” they are aiming to accomplish.
- Hold Engineering accountable for ensuring the product vision is being maintained.
- Translate higher level requirements into Engineering ready specifications.
- Experienced working onsite offshore model.
- Own the product vision and deliverables.

What we’re really looking for...

- Minimum Bachelor’s degree in Engineering or equivalent, strong educational background from premier institutes like NIT/ BITS Pilani preferred.
- 8- 10 years of customer facing software product management experience
- Successful track record of delivering enterprise software products to the market.
- Demonstrated record of understanding and empathizing with your target user.
- Ability to maintain the product feedback loop between Product, Customer Success, and Sales
- Experience working on B2B enterprise applications targeting multiple personas
- CRM, Business Intelligence, or SaaS product management experience highly desirable
- Knowledgeable in technology.

Perks

- Dynamic, diverse, inclusive startup environment driven by transparency and velocity
- Bright, open, sunny working environment and collaborative office space
- Competitive salaries and a focus on developing world class talent operations
- Comprehensive medical insurance for you and your family
- CEO moonshots projects with cash awards every quarter
- Upskilling and learning support including via paid conferences, online courses and certifications