



BlockApps

Technical Product Manager

Company Overview

BlockApps is an enterprise blockchain company that develops industry applications on our own blockchain platform, STRATO, to enable traceability across enterprise value chains. Our customers include Fortune 500 companies such as Bayer Crop Science (the world's largest seed company), Blockchain for Energy (a consortium of the world's largest energy companies including Repsol, Chevron, ExxonMobil, Schlumberger and more), and the U.S. government. BlockApps has launched several industry initiatives, including TraceHarvest (agribusiness traceability), TraceCarbon (sustainability tracking), and the Enterprise Ethereum Alliance (world's largest open standards blockchain organization). For more information, visit and contact us at www.blockapps.net, or find us on social media via [LinkedIn](#), [YouTube](#) and [Twitter](#).

Job Description

If you can ruthlessly prioritize while balancing the needs of customers and stakeholders and have a knack for evidence-based decision making and working with cutting-edge technology, do we have a job for you. BlockApps is looking for a **Technical Product Manager** to help set the long-term vision and strategy for our Company's products, communicate this strategy to all relevant individuals and stakeholders, and gather and analyze data and business intelligence to inform the evolution of your product roadmaps.

Roles & Responsibilities

- Work with senior management to develop product requirements and roadmaps
- Determine industries needs and desires and coordinate with engineering, marketing and other teams to evaluate whether customer's needs and desires can be met
- Generate produce requirements documentation and production timetables, pricing, and time-integrated plans for product delivery
- Collect and analyze feedback and input from customers, stakeholders and other team members to shape the requirements and features of the end products and find ways to expand market reach
- Ensure products and releases are launched correctly and on schedule
- Make creative recommendations to expand product base and vision
- Review product specifications and requirements to recommend the nature and scope of present and future product lines and appraise senior management of new product ideas and/or product or packaging changes you'd recommend
- Develop and implement product strategies consistent with the Company's vision
- Assess market competition by comparing the Company's products to competitors' products



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- Obtain product market share by working with the Sales department to develop product sales strategies
- Assess product market data by calling on customers with field salespeople and evaluate sales call results
- Provide senior management with short and long term product sales forecasts
- Contribute to team effort by accomplishing related results as needed
- Conduct Product demonstrations
- Create product sheets and objection management sheets for Sales staff



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Required Skills

- Bachelor's degree in Computer Science, Engineering or related field required; MBA or equivalent desirable
- Two or more years of product management experience
- Detail-oriented
- Thrive in collaborative environment
- Analytical and strong organizational skills, with excellent oral and written communication skills
- Problem-solving aptitude
- Creative thinking skills
- Product lifecycle management experience
- Background in software development and program management
- Experience in Agile teams
- Strong background in the following technologies:
 - REST API design
 - Sketch and or Adobe products
 - Agile software delivery
 - Powerpoint
 - SQL
 - Software architecture
 - CSS & HTML
 - Javascript
 - Technical Documentation
 - Azure/AWS



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Nice to Haves Skills

- Solidity or other blockchain development
- Docker experience
- Distributed systems

Please send a copy of your resume to careers@blockapps.net along with the position(s) you are interested in.



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