

## **VP – Products & Co Founder**

### **About Decision Engines**

Decision Engines is a next generation RPA (Robotic Process Automation) and Business process robotics startup utilizing the power of AI to put business processes on “auto-pilot”. Business process automation is an old problem which was partially solved by adding lots of people and bulky ERP systems. Decision Engines cognitive automation platform disrupts this multi-billion dollar industry by focusing on automating people out of these processes using deep learning based AI powered bots and intelligent process orchestration. This is a unique opportunity to change the future of global enterprise businesses operations and anchor the “Autonomous Enterprise” vision.

Decision Engines is based in Palo Alto and venture funded by [The Hive](#). The Hive is a fund and co-creation studio for AI powered enterprise applications.

### **About the role**

The VP – Products role gives the successful candidate the opportunity of championing the disruptive application of cognitive robotic process automation & process orchestration in the fortune 500 back office operations. The role is pivotal to delivering the product vision through leading all aspects of product management, creation of partner ecosystem, early business development and product marketing.

### **Responsibilities**

- Drive product vision, direction, and business plans, including product plans/roadmaps, product evolution and product lifecycle
- Derive measures to quantify product success and device strategies to deliver customer delight. This includes developing business cases, identifying and assessing business opportunities and determining strategic fit conditioned by technical feasibility.
- Identify, develop, and manage contractual, technical, and consulting relationships with strategic partners and providers, including joint ventures and projects
- Gather, validate, and evaluate product/market requirements through market and customer research, competitive and product research.
- Develop functional specifications for assigned product features to include effective product and user interface design, rapid prototyping, product validation testing, and usability testing, while ensuring that the product strategy is adhered to throughout the product life cycle
- Drive the pricing and cross functional requirements (sales, channels, services and marketing) in order to bring offer(s) to market
- Work very closely with engineering to drive disruptive innovation and development prioritization at the fast pace of an early-stage startup
- Represent Decision Engines in industry-wide forums

**About you**

- You have a strong vision for the future of the Autonomous Enterprise
- You have innovative ideas that have the ability to change how business process automation is achieved and delivered.
- You are smart, get things done, have great energy and thrive in a fast paced early-stage startup environment
- You have passion for creating customer value by applying cutting edge innovations in data science & technology
- You have a track record of bringing disruptive technologies to market

**Desired Qualifications**

- Understanding of the business process automation market and vendor landscape to clearly define and position the Decision Engines product offering
- Experience working with enterprise shared services, back offices or BPO operations
- Familiarity of trends in process automation technologies like RPA, BPaaS, SOA, BPM etc.
- Familiarity with process automation & ERP platforms like NetSuite, Salesforce etc.
- Proven leadership in leading enterprise products targeting CIO & CFO's office and lines of businesses in Fortune500 companies especially in Finance, Insurance industries.
- Clear track record of success and career progression in product management and enterprise software architecture
- Demonstrated behaviors that focus intensely on the customer and deliver results