

Director - Product Management

About Live Objects

[Live Objects](#) is the world's first *closed-loop self-optimizing business process* transformation platform. Live Objects delivers continuous *AI-driven optimizations* to its customers' business processes to meet actively changing performance, customer experience and risk needs from business operations. The product is delivered as *targeted solutions* for Order Management, E-commerce and Finance Control. This comes pre-built with necessary domain awareness to plug into the as-is business process implementation and delivers optimized process designs through all leading business process platforms from SAP, Oracle, Salesforce and WorkDay.

About the role

The Director - Product Management role gives the successful candidate the opportunity of championing the disruptive wave of artificial intelligence in the multi-billion-dollar business process industry. The role is pivotal to delivering the product vision through leading all aspects of product management, product partnership management, early customer success and technical product marketing.

Responsibilities

- Drive product vision, direction, features and priorities in close collaboration with engineering including product plans/roadmaps, product evolution and product lifecycle
- Derive measures to quantify Live Objects' product success and develop strategies to deliver customer success. This includes developing business cases, identifying and assessing business opportunities and determining strategic fit based on technical feasibility.
- Identify and develop business process use cases for the product to address
- Introduce and position product to customers both at the CxO level as well as the functional level
- Help identify and develop relationships with application and other technology vendors
- Manage the product and technical aspects of the relationships with strategic consulting and integration partners
- Develop competitive positioning and differentiation
- Represent Live Objects with analysts and in industry-wide forums
- Drive pricing of the solution offering
- 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 product-market fit to drive rapid scale

About you

- You have deep domain background in business process platforms (e.g.: SAP, Oracle BPM, etc.), business process engineering and process mining
- You have deep experience working with large enterprise organizations across corporate IT, data warehousing, lines of business and the CFO's office

- You have a track record of leading product for an enterprise software company and bringing disruptive technologies to market
- You have a strong technical background and deep understanding of enterprise application technologies
- Strong communication and presentation skills
- You have familiarity with cloud-based business process delivery (e.g.: Salesforce, Workday etc.) to large enterprises
- You have a deep understanding of machine learning, knowledge-based ontologies and data processing technologies
- You are smart, get things done, have great energy and thrive in a fast paced early-stage startup environment

Please send your resume to jobs@liveobjects.ai.