

About NowPurchase

“Smart Procurement for Metal Manufacturers”

What we do

NowPurchase lets you monitor your prices through our WhatsApp Bot, process RFQs & orders through our mobile web-app and optimize the charge mix (raw material input) through a machine learning algorithm. This is much better than calling suppliers for prices, sending emails & WhatsApp and relying on tacit knowledge to run your factory. In the end, we complete the fulfillment by supplying the right raw material and ensure the manufacturer is able to produce high quality castings.

Technology Vision

The B2B manufacturing industry has a lack of digitization globally. The dismal attempts at digitization have resulted in very clunky unreliable interfaces which the customers don't trust. Some work very well but are far from being aesthetically pleasing. There is much work to be done and a new standard needs to be set here.

We are building mission critical systems with a very high stake to be used by very technical personnel as well as executive management. At the same time we are building intuitive internal systems to scale our existing sales and operations so that each of our teammates is able to make a disproportionate impact on the business.

Your Role

As a **Senior Product Manager**, you will own NowPurchase's strategy, approach, and product roadmap for the NowPurchase MetalCloud platform that aims to build the operating system of metal manufacturing. To achieve your objectives, you will collaborate with the 2 founders, the data guy, the technology engineering manager and the metallurgist. You are expected to understand the metal manufacturing domain

Key Responsibilities

- **You will own Strategy:** You will identify the key strategy questions and drive to resolution and alignment with the stakeholders.
- **You will own Roadmap & Features:** You will own the product roadmap for the entire platform!
- **You will own Metrics:** You will define the metrics, goals and measure outcome by designing testable MVPs. We do quick iterations. Anything that works is taken forward, others are dropped and deleted.
- **You will create product strategy documents** that describe business cases, high-level use cases, technical requirements, revenue, and ROI
- **Learn Domain fast!** You are expected to understand the metal manufacturing domain as soon as possible. We have an in house metallurgist who can help you with that.
- **Tight team:** You will work with the 2 founders, the data guy, the engineering manager and the metallurgist.
- Expect yourself to be spending a LOT of time in factories observing the manufacturing process as part of your primary research to come up with product roadmap ideas and testing existing MVPs.

Qualifications & Experience

- Experience with working with Product in your own startup or other startups.
- Experience identifying business opportunities, building a product strategy, and influencing deliver against a multi-year roadmap
- Understands core technologies utilized in their product domain and is fluent in pros and cons of technical alternatives
- Demonstrated ability to achieve goals in a fast paced and an unstructured environment.
- Hands-on experience of both qualitative and quantitative research methods such as AB testing, data analytics, and user research
- Excellent verbal and written communication skills
- Experience in leading a team with interaction designers and developers

Perks

We go the extra mile to make you feel at home. Food and flexible working hours are a given. Our workspaces are welcoming and fun. You are free to wear what makes you comfortable and choose the hours you keep, as a team. Oh, and we've got your family covered too, with great health insurance plans and other benefits. In short, everything you need to be your best self at work!

To know more about us, please visit: <https://nowpurchase.com/>

Here's our story; now tell us yours