



## PRODUCT MANAGEMENT DESCRIPTION

Company: Aravo Solutions  
Job Title: Senior Product Manager

### Company Description

Aravo is an on-demand Software-as-a-Service (SaaS) technology company based in San Francisco, CA. Aravo is a highly innovative company offering the benefits of a small company atmosphere with the proven track record of much larger companies. Aravo provides solutions that offers today's buying organizations the targeted solution they've been waiting for—one that lets them leverage supplier information to fully realize the promise of enterprise systems.

Only Aravo delivers a centralized on-demand solution that gives companies the speed, visibility, and scalability they need to effectively onboard and manage their supplier base. With a sole focus on supplier information management, Aravo has unparalleled expertise in helping customers transform supplier data into a strategic business asset. Low cost of entry and rapid time to delivery provide immediate value and cost savings. Proven Aravo technology and continuous solution enhancements enable customers to quickly capitalize on new and better ways of doing business.

### Job Description

The Aravo product team is looking for an experienced product manager with the appropriate business skills and technical expertise to drive Supplier Information Management (SIM) features from inception to design and ultimately for delivery to the market.

The Product Management role has both inbound and outbound responsibilities. Inbound responsibilities consist of working with the technology team to deliver a world class on-demand service driven by customers, prospects, product advisory teams, and domain experts. Outbound responsibilities include meeting with customers, prospects, and industry analysts to discuss product requirements and review the product roadmap. This job is for experienced product managers who thrive in a fast paced environment and love working with the best technology team in the world.

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### Specific Responsibilities:

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- Understand the market needs and business requirements of supplier information management solutions with a focus on sustainable supply, supplier collaboration, supplier compliance & risk management, and supplier scorecards
- Drive product requirements from a customer and user driven approach
- Own the product roadmap and features – this includes: writing use cases, product requirement documents, working with user experience experts to create prototypes for usability testing, and working with development, technical publications, and quality assurance teams to deliver a marketable product on time
- Be the SIM product expert and evangelize the product internally to all groups including sales, marketing and global services
- Participate in customer-facing events and user conferences
- Define and execute plans that will deliver the revenue goals for your Aravo product line



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**Required Skills and Experience:**

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- Experience with Supplier Relationship Management (SRM), Customer Relationship Management (CRM), Enterprise Resource Planning (ERP) or Supply Chain Management (SCM) applications in companies such as Ariba, SAP, SalesForce, Oracle, Emptoris, etc.
- Experience with deploying enterprise software as On-Demand or Software as a Service (SaaS)
- 3+ years of product management experience
- Experience with user driven development, use cases and agile development methodologies
- High energy and motivation
- Risk or compliance management experience a plus but not required
- Excellent writing and communication skills

**Contact:** [jobs-prdmgt@aravo.com](mailto:jobs-prdmgt@aravo.com)