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Autobooks is a SaaS solution that helps small business owners grow their businesses by simplifying the process of sending invoices, getting paid, and keeping track of the books. Business owners access Autobooks by logging into their online bank account, allowing them to handle all of their business-related financial matters in one place.

When you join Autobooks, you're joining a team dedicated to small business growth. We want your ideas, passion and experience to continue improving what we offer.

Ready to help change what it means to do small business? Let's talk.

The Role: Product Manager

We have recently deepened our partnership relationships with several Internet Banking software providers (these companies build and power the systems that a small business would log into to access their bank account and access Autobooks).

Our team is looking for an experienced and motivated Product Manager to focus on making the most of these partnerships (how we integrate our software, how we take advantage of the different capabilities that each Internet Banking platform offers). As part of a new product team, this individual will uncover new opportunities for our product and work closely with engineering and marketing to maximize our product growth.

Responsibilities:

- Compile high-level business needs by working with internal and external clients across business units, and product stakeholders using interviews, jobs to be done (JTBD) analysis, surveys, business process descriptions, use cases, and workflow analysis
- Translate business needs into product artifacts (feature pitches for our teams to review, clear and concise acceptance criteria, product functionality documentation)
- Participate and lead in customer interviews and feature demos
- Analyze and monitor usage and adoption data to both inform product development decisions and track the success of existing product initiatives
- Research and document competitive analysis from a product-feature perspective to inform product decisions
- Assist the company in achieving short and long-term goals relating to product growth

Required Experience/Skills:

- Bachelor's Degree (Business, Engineering, or Marketing preferred)
- Familiar with Jobs-to-be-Done product development framework
- Strong analytical and problem-solving skills
- Excellent communication and presentation skills
- Excellent time management skills
- Able to work under pressure and adapt to change

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BONUS

- Previous fintech, banking or SaaS product management experience
- Extensive knowledge of Hubspot and Microsoft Office Suite

Our Values:

- Teamwork
- Sense of Urgency
- Integrity/Ethics
- Accountability

Job Type:

- Full Time

Job Location:

- Detroit, MI

A flexible, entrepreneurial work environment and team atmosphere makes this a great place to work. Our downtown Detroit HQ is in the vibrant Madison building, named one of the World's Coolest Offices by Inc. Magazine. We also have a growing office in Austin Texas, and we offer flexible, remote work environments for certain roles.

Please provide a complete resume and work history detailing your qualifications and experience to careers@autobooks.co and indicate "Product Manager" as the subject. To learn more about us, visit www.autobooks.co.