



Sr. Product Manager

Based in sunny San Diego, the XYO Network is the world's first Proof of Location blockchain project. The company behind XYO Network is XY Findables, which was started in 2012 and has produced over 1 million Bluetooth and GPS hardware devices, which help customers find and keep track of their prized possessions, like their keys, purse or even their ADHD puppy who likes to take themselves on walks!

The lessons we've learned building a successful consumer IoT business has prepped us for the most exciting and ambitious chapter of our company's life: the XY Oracle Network ("XYO Network" or "XYO"). Ethereum-based smart contracts give the ability to utilize the blockchain and cryptoeconomic principles across countless industries and implementations. However, we currently don't have a decentralized and authoritative oracle to determine and verify location. The XYO Network solves this problem by creating a layered location verification service that is effective across many device classes and smart contract protocols. It's based on a set of novel cryptographic mechanisms, Proof of Origin and Bound Witnesses, which tie together the power of the blockchain and real world data collection into a system with direct applications today.

Oh yeah, and we were just featured on CNBC, too! (<https://youtu.be/Boiai8tWnhM>)

Please visit <https://www.xyo.network> to learn more.

Are you passionate about blockchain technology and its implications for our future? Do you love sharing knowledge, growing your skills, and working with great people? The XYO Network team is growing, and we are looking for extraordinary talent who enjoys building as much as we do. So if you are self-directed, enjoy autonomy in your work, and you are an excellent participant in a team, come join XYO Network today!

Responsibilities:

You will plan, execute, and finalize product development/release activities according to set deadlines and budgets for a variety of XYO's hardware and software products! This includes identifying needed resources and coordinating the efforts of team members and third-party contractors, or consultants, to complete and deliver products according to plan. You will contribute to defining our product's objectives and overseeing quality control throughout their life cycles.

Qualifications:

- 10+ years of experience in the role of Product Manager that include:
 - a) New IoT product development, launch, and deployment
 - b) Project Management: 5+ years
 - c) Product Marketing: 3+ years

- d) Consumer Electronics product development for mass markets
- e) Mobile Applications (iOS, android) development and publishing
- f) SaaS products and services
- g) Web development
- h) Product pricing
- i) EOL planning
- j) Working experience in at least one startup environment
- Demonstrated success defining, developing and launching new products that resulted in verifiable (and profitable) market success.
- Actual experience supporting sales with the necessary documentation, sales tools, and training needed to help position a product for market success.
- Understanding of Business Intelligence tools and technologies.
- Develop go-to-market plans including managing and coordinating partner communications, and KPIs for all aspects of the complete line of company products and services.
- Strong experience in Project Management, including managing and maintaining:
 - a) Gantt charts, critical path analysis (i.e. MS Project)
 - b) ROI analysis
 - c) Manpower forecasts
 - d) Development budgets
 - e) Vendor/contractor relationships (using a 'trust but verify' policy)

Preferred Skills

- Actual experience with integrated SW/HW/FW product solutions is a strong plus
- High proficiency at crafting easy-to-consume product messaging, value propositions and key differentiators that are compelling and able to drive increasing sales
- Ability to guide and prioritize the activities of development teams, while effectively balancing sometimes conflicting priorities, budgets and schedule
- A portfolio of directly managed products in the IoT space (Cloud and Web Services)
- Real success stories for IoT based HW & SW consumer/commercial products

Extras

- Work with a ruggedly handsome group of blockchain nerds
- Plus, benefits and stuff
- Like, free Coke Zero

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

If the above looks good to you, please apply directly to careers@xyo.network with your resume, accomplishments, and any examples of your work.