



Logistics that empowers

## Senior Product Manager



## About Freight Tiger and the Opportunity

Freight Tiger has built India's largest unified freight network, which combines offline with digital to build an intelligent ecosystem for the road freight industry. This is revolutionary for a supply chain that is traditionally fragmented, offline, and time-intensive. As India aims to bring down logistics costs from over 14% to under 10% of GDP, Freight Tiger is positioned to be at the forefront of this ambitious endeavour.

Have you ever wanted to lead the success of a cutting-edge product that will change the very nature of an industry? We are looking for a top-of-class Product & Growth Marketing Lead to fuel our growth as we scale rapidly. This role is for those who like an open canvas to do their best work; we love off-the-wall ideas and are waiting to let you run with them.

Freight Tiger uses unique technology to solve operational problems for all stakeholders in the supply chain, from large-scale producers to individual drivers. It is truly neutral, which is virtually unheard of in the logistics industry. This will give you the opportunity to strategize for a vast variety of customers across a diverse range of product offerings. If you've always wanted to push your creative limits, this is the place for you.

What we need from you: deal well with ambiguity, resilience and grit, passion to market and position B2B technology products, and most importantly, lots of drive. What you'll get in return: a seat at the table at a growth-stage tech start-up with a brilliant team and massive potential.

Website: [www.freighttiger.com](http://www.freighttiger.com)

Email: [hr@freighttiger.com](mailto:hr@freighttiger.com)



## The Nitty-Gritties

Location: Bengaluru / Remote

### About the Role:

As a Senior Product Manager, you'll start your journey at Freight Tiger with what is best for our customers in India's complex logistics ecosystem. That can be hard, but we refuse to settle, given we are a customer-obsessed company. We are committed to figuring out what matters to our customers and then doing everything in our power to deliver it. We are looking for an experienced product manager passionate about solving customer problems and has demonstrated success working backwards from ambiguous customer needs, translating them into disruptive, successful products that delight customers. In this role, you will be defining strategy/product vision through feature definition, prioritization, positioning, naming, go-to-market/adoption and P&L. You will put to use best-of-breed technologies and design thinking to accomplish this at a scale that has never been done before in the logistics industry.

### Key responsibilities:

- Own the entire product life cycle for products at Freight Tiger from inception to strategic planning, delivery to live launch, post-launch tracking and ongoing product management, enhancement, and development.
- Work closely with internal stakeholders across Product, Engineering, Customer Support and Sales to deeply understand and address product needs.
- Work with customers and the leadership team to understand the customer's needs and define solutions in line with the business strategy.
- Conceptualize new business initiatives by working with business stakeholders and creating business impact through effective planning, business analysis and operational



data metrics, and driving execution with operations and technology teams.

- Create product specification documents and conduct product specification reviews with key stakeholders.
- Analyze product metrics regularly and use the learning for product innovations and improvements.
- Proactively identify and resolve strategic issues that may impair the team's ability to meet strategic, financial and technical goals.
- Define and track metrics that measure the success of your product/features, including adoption and growth.
- Manage regular communications with customers to understand their needs closely.

### **Preferred qualifications/skills:**

- B.Tech /B.E. in any stream, and preferably MBA from a Tier-1 institute (but not essential).
- At least 6+ years of experience, preferably in a B2B start-up.
- Passion for technology and tracking developments in the tech/logistics industry.
- Self-driven, comfortable with a fast-paced, always-on, highly ambiguous environment.
- Strong influence and cross-functional collaboration skills; able to craft clarity and drive focus in complex and dynamic contexts.
- High problem solving and customer-centric mindset.
- Strong passion for data-driven decision making, i.e. extremely high focus on analytics.
- You are technically tuned and business savvy to interact with all levels and disciplines within an organization, from engineers to senior leadership.
- Able to communicate both the business and technical rationale behind product decisions.
- Product user experience understanding and understanding of mobile is a plus.
- Proven ability to mentor other Product Managers and lead teams.
- Strong communication skills, skilled at cross-functional and cross-organizational communication.



- Must be able to work independently and enjoy working in a fast-paced start-up environment.

**We offer a competitive salary, equity, and a quality health insurance plan.**

