**Senior Business Planner**

GitHub helps companies and organizations succeed by allowing them to build better software, together. We are looking for an experienced Senior Business Planner who will be responsible for the business model, packaging, and pricing of our GitHub product portfolio and defining the business strategy that will help enable the continued massive growth of our business.

As a Senior Business Planner, you will partner with a virtual team of passionate peers from Product, Finance, Product Marketing, Operations, and Sales to define and execute business models and monetization strategies for GitHub products. Specific projects could include developing innovative business models for new offerings, evolving the existing GitHub business models, and/or finding new business growth opportunities.

**Responsibilities**

* Develop business model strategies and establish product pricing & packaging recommendations to grow market share and revenue.
* Collaborate with a virtual team from Product, Strategic Finance, Product Marketing, Program Management, Operations, and Sales to build pricing/packaging options, market and customer insights, competitor analyses, COGS models, SKU and meter design, etc..
* Create in-depth business model proposals, present them to senior leadership, and drive cross-functional alignment across GitHub and Microsoft.
* Act as a thought partner to GitHub’s Product team and other key stakeholders to ensure optimal monetization and operationalization of GitHub’s product offerings to drive exceptional business results
* Provide thought leadership in identifying emerging trends and potential areas of growth for GitHub’s portfolio
* Establish new business models to address underpenetrated areas: identify business opportunities, perform deep analysis, and draft executive-ready proposals

**Qualifications**

* 8+ years of experience in business planning, product management, finance, and/or strategy consulting
* Excellent communication and leadership skills to drive projects and build executive buy-in and support
* Strong analytical skills and business acumen to drive data and customer driven decisions
* Aptitude and passion for both strategy formulation and program execution
* Experience with consumptive business models is preferred, but not required

**Who We Are**

GitHub is the developer company. Over 40 million people use GitHub to build amazing things together across 100 million repositories. We make it easier for developers to be developers: to work together, to solve challenging problems, to create the world’s most important technologies. We foster a collaborative community that can come together—as individuals and in teams—to create the future of software and make a difference in the world.

**Leadership Principles**

* Customer Obsessed
* Trust by Default
* Ship to Learn
* Own the Outcome
* Growth Mindset
* Global Product, Global Team
* Anything is Possible
* Practice Kindness

**Why You Should Join**

At GitHub, we constantly strive to create an environment that allows our employees (Hubbers) to do the best work of their lives. We've designed one of the coolest workspaces in San Francisco (HQ), where over half of our Hubbers work, snack, and create daily. The other half of our Hubbers work remotely in 18 countries across the globe.

We are also committed to keeping Hubbers healthy, motivated, focused and creative. We've designed our top-notch benefits program with these goals in mind. In a nutshell, we've built a place where we truly love working, we think you will too.

GitHub is made up of people from a wide variety of backgrounds and lifestyles. We embrace diversity and invite applications from people of all walks of life. We don't discriminate against employees or applicants based on gender identity or expression, sexual orientation, race, religion, age, national origin, citizenship, disability, pregnancy status, veteran status, or any other differences. Also, if you have a disability, please let us know if there's any way we can make the interview process better for you; we're happy to accommodate!