
Benji J

Product Manager [SaaS, Music, Crypto—Blockchain—Web3]

This Document Goal is to better understand: 1) what I have to offer, how the market sees me; 2) opportunities I haven't considered; and 3) connect with people you think I should talk with.

Background and Experience

With a background in Sociology and Systems Analysis, Benji has been in Product Management for 5+ years. Skills: Business and Results Oriented, Hands-On, Short and Long-Term Vision, Customer Oriented, Market Understanding

Career Goals in 5+ Years: Product Lead (IC) or Head of Product, as a Manager with Reports

Short-Term (6/12 months): Strengthen Core Data Skills | With @EliWendkos

- **Data-Driven Decision Making.** Actions and Questions: How often do we talk to customers? Do we have user segments, and personas? How do we validate that a particular feature solves a customer pain point?
- **Formal Training.** Actions: Take product certification/s @scrum.org. Attend industry conference.

Mid-Term (2/3 years): Strengthen Strategy Skills | With @SantyVillaruel

- **Expand Impact.** Actions: Lead a workshop. Collaborate with NGOs.
- **Innovation.** Actions: How do you understand the market at a macro-level? How do you foster creativity?
- **Strategic Vision and Planning.** Articulate: The ability to create and articulate a long-term product vision that aligns with the company's goals. This includes understanding market trends, customer needs, and competitive landscapes.

Long-Term (5/10 years): Strengthen Culture Skills | With @TiziPittini

- **Build From The Ground Up.** Action: Start own venture, or join a startup as a co-founder or key team member.
 - **Leadership and Team Management.** Articulate: Strong leadership skills to build and manage cross-functional teams, foster collaboration, and inspire innovation. Involves mentoring and developing PMs and team members.
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Summary

Candidate-Market Fit [CMF]

*Seeking a **Product Manager** role at an early stage startup, with focus on design and user experience (UX), on industries like social impact, compliance and media.*

Best Industries:

Social: FoodTech, Ed Tech, Fundraising, Travel
Entertainment: Music, Gaming, Publishing
Wellbeing: Meditation, Sleep, Social Impact
Cyber Security: FinTech, Risk Management, Health

Company stage preference

Series A: Product-Market Fit

Ideal Team & Product

Strong leadership. Experienced + Product Vision
Team guidance. Product informed cycle: CPO-CTO
Useful product. Frontend/UI, B2C/B2B2C
Nice to have. Culture: People work well, and thrive.

Strengths, Gallup based

Believer in: people's capabilities. We can all bring a lot to the table. This viewpoint makes me high drive, and persistent.

Philomath/Curious. My carrot is in questions, not a single eternal answer. "The mind is not a vessel to be filled, but a fire to be kindled." — Plutarch

Coach/Supportive. I push causes to happen, and I believe we can all give something out to the world. wagmi: we're all gonna make it.

Self-Believer/Ownership. I believe to have both confidence and certainty to move forward, and I strive for other people to gain them as well.

Strategist. Always aiming for the big picture: am I going to be happy about this work in 20 to 50/200 years? I hope so. Let's plan steps and execute!

Dream Idea

Earthworms everywhere: like Pay It Forward (2000). I've already given away vermicomposting materials for recycling over a decade. But how do you create a chain reaction? Do others want to spread the word, the earthworms, and recycling in every home around the globe?