Benji J

Product Manager — SaaS and Mobile App, Music, Web3

Summary

Benji researched in Sociology over a decade. Between 2021-2022 he's been working as Project Manager, and then Product Manager building with design and development. He works in small teams to create small impactful launches from ideation to post-launch. Attends to UX flows, copywriting, research, data analytics, strategy and growth. Likes Web3/Crypto as a needed personal tool for stable coins, and learning about finance and IP rights.

Career Goals

Short-Term (6 months)
Focus on industries: Crypto, Urban, Travel, Social-Environmental Impact, Cyber Security, UX and UI Design

Mid-Term (6+ months — 3 years)
Develop strategy skills, focus on user/s journey, discovery, UX, positive team impact, business results, and growth

Long-Term (5+ years)
Well established profile suitable for creating, or working closely, on: vision, mission, new market segments

Location preference
Remote, NYC timezone. OK travel 3/4 times per year

Company stage preference
Series A: Product-Market Fit
Series B/C: Growth

Love Doing

Building useful product. Better lives for people.
Invisioning user flows. Setting up (un)happy paths
Building trust. With teammates, other teams, users
Expectation setting. Ideating and communicating solutions across teams, resolving dependencies
Listening to all parties. Resolving real needs: talking to customers, working with UXR, Design, Data Science, Development, Sales, Marketing, QA
Writing requirements. Understanding needs, taking notes, setting technical specifications
Learning. From others', keeping up to date on industry and role, testing things out.

Must Have

Strong leadership. Experienced + Product Vision
Team guidance. Product informed cycle: CPO-CTO
Useful product. B2C ideally. B2B might work
Industry. Crypto, Urban, Travel, Social Impact, Wellness and Fitness, Cyber Security, UX and UI Design

Nice to have. Good culture: People gel, meet, retreats

Hate Doing

Telling others to do things, pushing. I seek collaboration, not to be my teammates' boss.
Overworking. Except one sprint at night or weekend once a quarter, or once a year. Not a given.
Useless meetings. Goal: <2 per day, <5/6 per week.
Reporting. I communicate progress, and delivering value. Else can become micro-management.
Bureaucracy. Good PMs negotiate well. But stakeholders overstepping hurts the building process.

Must Not Have

Unbalanced work-life. Management has no OOO
Engineering-only lead. Ownership and drive are needed. But please: devs, don't build alone.
Underpaid. Regional wages are lesser than global
Lacks vision. Direction is not set by product, nor users. Organizational Rigidity.
Industry. Government, Taxes, Marketing, Ads, Sales

Strengths & Weaknesses

(*) These items are based on my Gallup Strengths

Strengths

Belief in: people's capabilities and that they can bring a lot to the table, from both a work and personal view. self, others, team, company. My view makes me high drive, and persistent.

Curious. I love learning, but my fuel is in placing questions forward and not staying stagnant with a simple eternal answer. Iteration and nuance are key.

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.

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!

Weaknesses

Contrarian: sometimes wrongly, :P
 I believe in people's intent and their heart-felt beliefs and actions. At the same time, I can disagree with their ideas and perspectives, and it's a challenge to communicate both angles.

Interruptor: a fine art that ought never be learned :P

Overly Imaginative: going off rail to derivatives can be unproductive for working on immediate goals. Let's better plan one step at a time to stay in sync

Data insufficient: I'm biased to teamwork and intuition. It's OK to build quickly and iterate, but it's best to plan strategies with hard-data. It's one of my next steps, but not there yet.

Personality

Gallup Strengths (*)

Believer
Philomath
Coach
Self-Believer
Strategist

Myers Briggs

INTJ: Architect
 Imaginative + Strategy / Planning

Enneagram

Type 5 / Wing 4 – The Iconoclast
 creativeness + sensitivity

Candidate-Market Fit

Seeking a Product Manager remote role with attention to UX at a Series-A/C SaaS-based tech company in Crypto, ideally with social impact, B2C.
Ideal: Argentina/LatinAmerica, Spanish/Portuguese.

My background is in sociology and systems analysis. I enjoy user feedback roles, discovery and beta testing. Open to growth roles focused on customer experience.

Preferred industries

 Crypto
 Urban
 Travel
 Social Impact
 Cyber Security
 UX and UI Design
 Publishing and Entertainment
 Gaming
 Ed Tech

Dream Idea

Earthworms everywhere: like Pay It Forward (2000)
 I already have the know-how to give to one person at a time, and have been doing so for almost a decade. But how to create the chain reaction?