Benji J

Product Manager — SaaS, Music, Web3/Blockchain/Crypto

> **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.
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> **Candidate-Market Fit**
> *Seeking a Product Manager remote role with attention to UX at a Series-A to C SaaS-based tech company in Crypto, ideally with social impact, B2C or B2B2C. Ideal: based in Argentina or Latin America, in Spanish or Portuguese. Location preference: Remote, NYC timezone. OK travel 3/4 times per year*

Summary

With a background in Project Management and Sociology, Benji has recently been in Product Management roles, building with design and development teams. 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)
Write user stories to gain understinding across teams. Tools: Use operational data to measure, build and launch.

Mid-Term (6+ months — 3 years)
Develop strategy skills, focus on user/s journey, discovery, becoming data+metric fluent, positive team impact

Long-Term (5+ years)
Clarifying and resolving ambiguity at a high business level. Nurture a vision, mission, new market segments

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Love Doing

Building useful product. Better lives for people.
Getting into customers' shoes. Understanding pain points. Solving them, hopefully!
Envisioning user flows. Setting up (un)happy paths
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
Expectation setting. Ideating and communicating solutions across teams, resolving dependencies
Delivering. What impacts most, not late.
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, Ads, Sales

Strengths & Weaknesses

My Strengths are based on my Gallup Strengths:

Believer
Philomath
Coach
Self-Believer
Strategist

My areas to improve come from Personality overall.

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
I get excited about a conversation and want to contribute. Video calls do help with this: because you have to unmute, and really check if the other person is OK and wrapped their idea.

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.

Stakeholder Influence. Even though I feel in general to have good relationships across teams, I may need to review what my leverage is, and how much I can or should influence across company.

Personality

Myers Briggs

INTJ: Architect
Imaginative + Strategy / Planning

Enneagram

Type 5 / Wing 4 – The Iconoclast
creativeness + sensitivity

Extended Summary

I enjoy user feedback roles, discovery and beta testing. My background is in sociology and systems analysis: now inclining towards data analytics to inform product decisions.

Preferred industries: crypto, or not

Social: Urban, Travel, Social Impact, Fundraising
Entertainment: Publishing, Gaming, Ed Tech, Music
Wellbeing: Fitness, Meditation, Sleep

Company stage preference

Series A: Product-Market Fit
Series B/C: Growth

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?