Question Answer

Tell me about yourself When I was a kidz my dad bought me a ZX81 computer. It had 1k of memory. I learned to programme in BASIC and I got pretty good over time. I used to save my work on to cassette tapes which I bought with pocket money from a newsagents called WHSmiths. My dad's an accountant and onne week my Dad and I were in WHSmiths and he bought a piece of spreadsheet software on casette. It might have been 7 pounds which was a lot for me at the time. I remember saying to him - why are you paying 7 pounds for a casette? They cost 10p each.I remember saying to him - why are you paying 7 pounds for a casette? They cost 10p each. My Dad explained that he was paying 10p for the casette and the rest for the Intellectual Property on the casette. Wait, I said, so if I write a good enough programme and record it, I can sell that again and again and it's almost all profit? I've spent most of my adult life working on SaaS products which do that - without the cost of the tape.

How many years have you been a product manager? I've been a product manager for about 20. I've worked on Products in various stages of their lifecycle. Nascent SaaS products in Finland. Blackberry when that just launched in the UK when I started. For the last 10-15 years I've worked in Digital Product roles building and managing eCommerce stores and finally launching my own product online - a website.

What job are you looking for / what's your ideal job I want to be a Senior Product Manager for a well known brand I respect, ideally in a role which has influence over the main company KPIs and / or which involves implementing new technology.

What makes you a good product manager?  I have a mix of skills which include the things necessary to be a good Product Manager. I've got a lot of strategy experience and that's important because you need to have a vision for where your product is going - and that needs to line up the the company starategy.

What do you think of Generative AI I think now what I thought when I first started using it. I think there are 2 sides to it. At a micro level, some early research has come out of MIT and Goldman Sachs among others. I think it reduces the grunt work of office jobs and raises productivity substantially. Some say nearly 40 percent. It also makes people happier at their job I guess because now they're focussed on good ideas instead of grunt work. It disproportionally benefits relatively low performers. And I don't think it replaces people. It hallucinates and gets things wrong. Its derivative, it lacks insight. But it can also spot patterns humans miss. At a micro level, some early research has come out of MIT and Goldman Sachs among others. I think it reduces the grunt work of office jobs and raises productivity substantially. Some say nearly 40 percent. It also makes people happier at their job I guess because now they're focussed on good ideas instead of grunt work. It disproportionally benefits relatively low performers. And I don't think it replaces people. It hallucinates and gets things wrong. Its derivative, it lacks insight. But it can also spot patterns humans miss. At a macro level the western world has had a productivity problem for a long time now. Generative AI offers scope to overcome that and with the right policy settings, that's good for everyone.

Walk me through your resume. ... Sure. I started working in Product Management about 20 years ago. I've mostly worked for blue chip corporates like Vodafone, Hewlett-Packard, Westpac and VHA. Then I left to start my own business.

Why do you want to work at this company? ... I'd love to work for the commonwealth bank because I respect the brand, particularly what it's done with Digital in the last few years. I'm a customer and one of the reasons I chose Commonwealth is their Digital capabilities. Netbank, the app and commsec are all best in class in my opinion. (Apart from the International Shares part of Commsec - and I am sure you're working on that!)

Why do you want this job? ... I want to be a Senior Product Manager for a well known brand I respect, ideally in a role which has influence over the main company KPIs and / or which involves implementing new technology.

Why should we hire you? ... I have broad experience across a number of types and size of business. I've worked in strategy - which helps me explain the 'why' to project teams when we're building something new. I've seen the way explaining that clearly creates a sense of purpose and team. I've worked on maybe 25 software products in every stage of their lifecycle, and I've worked on my own business which shows I'm adaptable and flexible. I'll be able to contribute from day 1, help build and launch products and I'll be able to learn while I'm at the company - which is something that's important to me.

What can you bring to the company? ...

What are your greatest strengths? ... I've got a lot of experience in software development Product Management which helps me spot problems before theyturn in to big issues. I'm good at working in larger companies because I've done that for most of my career. I'm also adaptable to change and I love to learn new thins which makes me good at figuring out problems as they arise.

What do you consider to be your weaknesses? I don't think I'm a great peope manager. I didn't enjoy that part of my career. I've decided to focus on Product Roles. I've almost always contributed to a good sense of team on a project and I prefer building things.