

## Product Manager Payments Supplier Experience

### Make your mark, join the team

We are looking for a Product manager Payments Experience to improve how Australian SMEs are paying each other. A unique opportunity which allows you to change the experience for both the supplier and the buyer.

We will consider the right entry level candidates, apply even if you don't think you have the required skills. You will be supported by a manager that fosters your development in a high-growth business.

### Your Accountabilities

As Product manager – Payments Experience you'll be responsible to execute and contribute to the payments product roadmap that positions Shift in a competitive advantage.

You will be reporting to the Head of Payments Strategy and will work with a cross functional team to discover customer pain points, find solutions, and bring those to market.

### Main Activities

- Manage and develop metrics that measures the success of existing and new products initiatives.
- Develop own knowledge of the product(s) and industry/competitor trends and use this knowledge to contribute to the payments product strategy.
- Articulate customer value propositions and solution differentiation.
- Collaborate with other Shift teams (Sales ops, Marketing and risk and finance) to deliver on the product outcomes
- Ensure sales teams are equipped and excited to sell the various solutions.
- Assist in the day-to-day operation of the payments business

### Experience

- 3+ year of experience as product management or similar
- 1+ years in financial services or regulated industries
- Experience in payment or banking products a plus
- Ability to influence and negotiate win-win outcomes
- Build and maintain relationships across the business to drive product growth
- Demonstrated ability to thrive in growth environments.

# shift

## Skills

skill	Expected Level
Stakeholder Management	Competent
Communication & influencing	Competent
Customer Centric Design Thinking	Competent
Technology & Engineering (Business)	Intermediate
Commercial Acumen	Foundational
Financial Savviness	Foundational
Risk and Compliance Acumen	Foundational
Agile & Lean	Foundational

## About Shift

At Shift, we're passionate about disruption, transformation and positive change. Our goal is to *shift* perceptions and expectations of what is possible. We're here to help make business unstoppable. Enablers by nature, we love to solve problems and innovate. As part of the team, you'll approach new challenges with a clean sheet of paper, reimagine possibilities and deliver results that are 10x better than before.

As one of Australia's fastest-growing technology companies, Shift is changing the way businesses access finance. Enabled by streaming data, we provide credit and payments platforms that help businesses trade, pay and access funds, when they need it.

Winner of the IDC 2020 Digital Disruptor and Omni Experience Innovator awards for Australia and New Zealand, Shift has also been named to the Deloitte Fast50 list four years in a row, the Smart50 awards, the AFR Fast 100 List and voted by LinkedIn as one of the Top 25 Australian Start-ups to work.

## Culture Shift

At Shift, we're proud of our rich diversity and culture of inclusion. We have an amazing culture geared towards helping you make the most of your career. We love our fast-paced, energetic environment where no two days are alike. Our values firmly guide the exciting work we do, solving problems and always looking to deliver better outcomes. At Shift you won't find politics or egos: just one team, with shared successes and shared learnings.

## The perks

Shift offers competitive remuneration and the opportunity to make your mark in a fast-paced, energetic environment. Centrally located in North Sydney CBD, we're close to transport, restaurants, cafes and shops. You'll enjoy free breakfasts and healthy snacks, and a friendly social atmosphere. There are also plenty of staff-led social events, Leadership series, Lunch & Learns and other initiatives for you to participate and grow. And best of all, on your birthday, you get the day off! If you like the sound of this, we would love to hear from you. Please send your resume to

If you like the sound of this, we would love to hear from you. Please send your resume to [jointheteam@shift.com.au](mailto:jointheteam@shift.com.au)