

## **PRODUCT MANAGER** **Intermediate to Senior**

### **About the Company**

Aruba, a Hewlett Packard Enterprise company and global leader in networking products and services, acquired South African startup Cape Networks in 2018. As Cape Networks we had a big vision: to improve the way the Internet works for everyone. We built a small team of skilled engineers and designers in Cape Town and a product that won us Best Startup of the year from Wi-Fi NOW.

Today, our product is the fastest growing in the Aruba portfolio and our team split over Santa Clara and Cape Town is recognized as being at the leading edge of design thinking and execution. We're hiring highly skilled engineers to join our Santa Clara team to work on exciting new products.

This is a unique opportunity to join our growing our team, build new products, and scale our systems to meet a >100x surge in demand during the next 12-18 months. We are truly a full stack company, with a great set of technical challenges to work on.

### **What do we do?**

Our product gives IT managers insight into how their users are experiencing Wi-Fi, network, and application performance, and helps them fix problems before users complain. Other performance tools are complex and intimidating, built by network engineers for network engineers; ours is beautiful and simple, and our customers love it. Our sensor hardware is a delight to install and our software is easy and fun to use. Our product is used in offices, universities, banks, hotels, airports, stadiums, retail stores, and more - every business with Wi-Fi is a potential customer that we can help.

### **An overview of your role**

In this role, you will be taking ownership of the Cape Networks' UXI product ownership, definition and delivery of the product roadmap, and be responsible the ultimate success of the product. This role requires that you be excited about building B2B software products that solve customer problems while being committed to maintaining the delightful and engaging user experience that has set the Cape Network product apart from competition. You will report to the company co-founder, and director of product, and work closely with our engineering and design leads, with the vision that you grow in this role to become the future product management lead for the team.

### **Your role in more detail**

- Gain a holistic understanding of the product and business and take ownership of roadmap definition and product feature prioritization
- Develop a deep understanding of UXI customers business, operations, pains and problems and create and ideate solutions for their problems
- Articulate solutions into product requirements and objectives; write specs and user stories
- Work closely with engineering leads and product designers to discover, design and test solution designs

- Become the expert on the current product and understand its current strengths and limitations
- Understand the overall market, our product category layout, market dynamics and competitive landscape and help shape the product direction accordingly
- Understand our current GTM model within the broader company and evolve the product to leverage and explore new GTM strategies
- Help define future product pricing and monetization models
- Define and articulate product value proposition and create compelling content to be consumed by product marketing, sales, technical marketing and channel partners

### **Skills**

- Analytical ability to analyse data and KPIs; knowledge of SQL or analytical tools like Tableau, Mode is a must
- Ability to take a holistic view of the user experience into solutioning
- Ability to write product requirements documents and user stories
- Ability to synthesize learnings and requirements into prototypes and potentially wireframes that the design team can work with
- Ability to create compelling content in various formats such as PowerPoint, blogs and video
- Ability to understand and create business models using excel
- Ability to analyse problems, structure and communicate solutions effectively
- Ability to put together frameworks and best practices for the team
- Ability to work with distributed teams virtually

### **Prior Experience**

- Prior experience as a product manager is must
- Experience in the B2B SaaS products for IT teams at large enterprises is desired
- Experience in the wireless and wired networking industry is a plus
- Experience in taking new products to market is a plus
- Prior UX design experience is plus

### **Other Qualifications**

- Bachelor's degree in Engineering, Computer Science, Finance, Economics or a related field
- 5-10 years of combined previous experience with 2-3 years in a product related role

### **What we are offering**

- Excitement and growth of a start-up with the resources and security of a Fortune 100 company
- Full-time position
- Competitive salary
- Great benefits\* (Benefits are role and level dependent)
  - Comprehensive medical aid

- The company contributes 7.5% of your pensionable salary on your behalf into the Provident Fund, and you as the employee, contribute 7.5% of your pensionable salary into the Pension Fund.
- Approximately 2% is paid by the company towards the Group Life & Disability Fund
- Life and long-term disability insurance
- Each year, you would be entitled to 20 paid working days off to use as vacation days. Other leave types include maternity leave, study leave, family responsibility leave, etc.
- 6-month paternity/maternity leave (if you've been around for more than a year)
- Employee Assistance Programme - This program is a confidential information support and counselling service provided to help employees, deal with everyday situations, or more serious problems, that may be affecting health, family-life or job performance.
- Company-wide events
- Cash recognition awards
- Referral bonus scheme
- Ongoing technical education
- Soft skills training
- Exposure to latest & greatest technologies
- Opportunity to help shape the product
- Growth and global scope

**Contact**

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