Asta is a leading full-service technology and consulting agency. Beyond our IT acumen in software, web and mobile app development, our fit-for-purpose managed service solutions and our ground-breaking AI and blockchain technologies, there's something more.

Our relentless commitment to people. And not just our customers, but our team.

As an organisation we are growing exponentially and now need someone to lead us in product development and user acquisition across many of our offerings in web, blockchain, application development and SaaS technologies.

Your Challenge:

We are looking for a proven Product Manager with experience in product growth and an intimate understanding of digital products and how the Software as a Service (SaaS) market functions.

Your responsibilities include:

- Developing an effective product strategy and roadmap to realise growth opportunities
- Developing a deep understanding of the insurance market
- Lead the development of solutions for product and platform improvements
- Leading initiatives that enforce and strengthen marketplace trust for consumers of the platform
- Develop effective product strategies to support the growth of key metrics across the business

What can you bring to the table?

Have a look below, if this sounds like you it's definitely worth putting yourself forward:

About you:

- You will have a truly entrepreneurial spirit be a strong team player and enjoy the intersect between product, sales and marketing.
- You are relentlessly client focussed and understand the importance of a product roadmap that cements the market opportunity.
- You understand our market and can build customer personas that maximise appeal, and in term commercial return.
- You are a commercial thinker with a strong understanding of ROI, and go-to-market strategies
- You are adaptable and able to listen and consider the needs of all stakeholders and compromise where necessary

You will have:

- Demonstrated experience in a similar role
- Experience in bringing a SaaS product to market previously, with a focus on business customers
- Worked with design teams to define and deliver features for digital products, preferably in a SaaS environment
- Defined technical requirements for digital products with key stakeholders
- Excellent writing skills for authoring compelling content and product messaging
- Experience in developing and executing product launch strategies and tactics
- An understanding of cryptocurrency and blockchain technologies would be advantageous
- Coding experience would also be a plus (though it's not part of the job)

About Us:

This role is working within a start-up environment with the backing of an established business.

The opportunities are endless and the pace is fast! Our culture is strongly collaborative and each team member is empowered to have a voice and lead the business forward.

Our people are passionate about what they do and although we work hard, we also enjoy each and every minute of it!

So what are you waiting for? Apply now - we'd love to hear from you!

We are especially keen to hear from anybody who has been impacted by job loss due to COVID-19 or is otherwise available immediately.

Please note:

- This role is based on St Kilda Road, currently WFH as per government guidelines

- You must have the right to live and work in Australia

- All short-listed candidates will be subject to a National Police Check