



Job Description

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| Job Title: Product Manager | Location: Nairobi, Kenya |
| Reports To: Chief Technology Officer | Revised: February 6, 2023 |

eProd – Who We Are

eProd Solutions, established in 2015, is an agricultural supply chain management consulting and ICT company that offers to over 200 clients – sourcing from about 350,000 smallholder farmers – in 20 developing countries a cloud-based Agricultural Supply Chain Management solution that assists with the management of integrated agro-output and agro-input markets in the agricultural sector. Its clients are food processors, commodity traders and farmer cooperatives sourcing from smallholder farmers to manage their daily operations. The system is ideal to manage efficiently large scale and complex farmer training programs. eProd is experiencing a growth surge and is positioning for expansion into more countries.

Job Summary

eProd is seeking a Product Manager who will collaborate the Development Team and Client Relationship Management Team to ensure quality management of software improvement and updates.

The Product Manager operates in a dynamic and fast-paced environment and works with cross-functional teams to design, build and roll-out/commercialize products that deliver the company’s strategic and innovative products.

The successful candidate joins eProd at an exciting time for the company as it expands operations to more countries in Africa, Latin America and Asia.

Primary Responsibilities

Strategic Product Direction (30%)

- Work with Client Relationship Managers to gain a deep understanding of customer experience, identify and fill product gaps, generate innovative ideas that grow market share, improve customer experience and drive growth.
- Identify bugs within the software and prioritize in project development lifecycle.
- Create buy-in for the product vision both internally and with key external partners.



Product Development Lifecycle Management and Tracking (50%)

- Translate product strategy into detailed requirements and prototypes.
- Scope and prioritize activities based on business and customer impact.
- Track pipeline of issues, features and bugs within development pipeline.
- Ensure CRM Team and Development Team alignment to weekly review of issues/features/bugs.
Development teams with clear write-ups that properly capture the problem and proposed solutions.
- Track technical write-ups from Development team to ensure alignment to eProd strategic direction and client expectations as managed at CRM level.
- Work closely with Development teams to deliver with quick time-to-market and optimal resources.

Testing & Version Rollout (20%)

- Drive product launches (version releases) per SOPs, coordinating key stakeholders including marketing team, CRM Team, and executive leaders.
- Evaluate promotional plans to ensure that they are consistent with product line strategy and that the message is effectively conveyed.
- Act as a product evangelist to build awareness and understanding internally across all departments.
- Represent the company by visiting customers to solicit feedback on company products and services.

Qualifications and Experience

- Proven work experience in product management or as a junior or associate product manager, preferably in the agricultural sector and/or human development context.
- Proven track record in managing all aspects of a successful product throughout its lifecycle.
- Proven ability to develop product and marketing strategies and effectively communicate recommendations to executive management.
- Solid technical background with understanding and/or hands-on experience in software development and web technologies.
- Strong problem-solving skills and willingness to roll up one's sleeves to get the job.
- Skilled at working effectively with cross functional teams in a matrix organization.
- Excellent written and verbal communication skills.
- Experience in Software Development Life Cycle (specifically Agile and Scrum).
- MS or BS degree in Computer Science, Engineering, Economics/Business Studies or equivalent preferred, with 4-5 years of relevant working experience (Master's degree preferred).

Apply

Are you ready to join eProd in this exciting adventure? Please send your CV and Cover Letter to hr@eprod-solutions.com