

## **Senior B2B Product Manager, API/SDK**

Reporting to Head of Product

At Coinme, we aim to improve everyone's financial lives by providing accessible and ubiquitous access to consumer financial services built on blockchain technology. We believe that decentralization in finance through digital assets can transform the world by giving the power (and earnings) back to individuals. To accomplish this, Coinme is building out the world's largest physical cash onramp to cryptocurrencies, a mobile-first digital bank-like experience, and providing Decentralized Finance (DeFi) services on a digital wallet. We envision a world where people will store, trade, and pay with their money on Coinme.

We're large enough to make a difference but small enough for your voice to have an impact. We are an organization where every person matters. You are part of the success of our business and that of our customers regardless of where you sit in our organization, a human touch in a digital world. At Coinme, we hire to support your growth and ours because Together, we rise.

### **Position Description:**

This rare opportunity is for a growth-minded individual to join a fast-growing, exciting mission that will significantly impact the financial services industry and transform the lives of billions of people worldwide.

To support this mission, we are looking for a customer-obsessed, data-centric, experienced B2B Product Manager, API/SDK to help support and grow our existing B2B product offering. This role requires excellent overall product management experience and direct experience with API and SDK-based products with extensive customer reach via business partners. This role is vital to drive Coinme's further growth as a major player in the business crypto space

### **What You'll Be Working On (Your Impact):**

- Own the B2B product line end-to-end, including but not limited to APIs, SDKs, payments/internal ledger, and cash network integrations
- Drive product management and development of Coinme's API/SDK products
- Lead product pipeline, including supporting the appropriate prioritization of new products and features
- Create and maintain product requirement documents leveraging analytics, market research, business inputs, etc.
- Collaborate with program management to ensure product roadmap creation and completion of product tasks
- Strategically prioritize product recommendations and improvements based on strategic partner needs, behavior, and expectations, i.e. through data and analytics
- Be a subject matter expert on business/product data, and market/trends
- Work collaboratively with cross-functional teams
- Lead by influence, both inside and outside the company

### **What We're Looking For:**

- Bachelor's degree in a relevant field or relevant experience
- 4+ years of experience as a B2B SaaS Product Manager in the crypto and/or fintech industry
- Experience as a PM for crypto and/or financial technology API and SDK solutions including compliance/regulatory requirements
- Track record of owning a product end-to-end. 0→1 and subsequent releases in an Agile environment, including research, prioritization, pipeline, etc.
- A data-driven approach to research with a focus on revenue-generating opportunities while reducing end-user pain points
- Demonstrated ability to break down complex technical items for internal and external stakeholders to facilitate business decision-making
- Entrepreneurial mindset with demonstrated ownership and ability to thrive in a fast-paced environment
- Knowledge of Agile and Design Thinking methodologies and product tools such as Jira, Confluence, ClickUp, Miro, Amplitude, Datadog, and others
- Previous experience as a software engineer is a plus
- Fluent in English

### **Compensation and Benefits**

- Competitive Salary Range of USD\$110,000 to USD\$180,000
- 100% Remote - work from the comfort of your home
- Comprehensive health benefits package including options for 100% company-paid health, dental, vision, and life
- A diverse offering of supplemental insurance
- Generous Time Off, Parental Leave, & Paid Volunteer Hours
- Paid Holidays
- Stock Options (US/Canada)
- Great people!

### **Location**

This opportunity is for a full-time position for candidates residing in U.S. or Canada. Coinme is a fully remote organization. Ideal working hours will be 8:00 a.m. - 5:00 p.m. EST.

### **Travel**

Coinme is fully remote, and this position may require periodic travel.

### **How do I apply for this position?**

Learn more about our mission, vision, and culture at <https://coinme.com/careers/>

Please send your resume to [careers@coinme.com](mailto:careers@coinme.com).

*Coinme is an Equal Opportunity/Affirmative Action employer. Coinme is committed to promoting a diverse, inclusive, and inventive environment with the best employees. Our mission and values guide us as we work to ensure that everyone has the opportunity to contribute to their fullest potential. We consider all qualified applicants without regard to ethnicity, race, color, ancestry, national origin, religion, creed, sex, gender, gender expression or identity, genetic information, age, physical or invisible disability, family or medical care leave, veteran status, sexual orientation, political affiliation, or any other protected status in accordance with applicable laws, regulation, and ordinances.*

*Coinme is also committed to providing reasonable accommodations to individuals with disabilities. If you need reasonable accommodation because of a disability during any part of the employment process, please contact us at [hr@coinme.com](mailto:hr@coinme.com) and provide us with the nature of your request and your contact information.*

Did you read the requirements as a checklist and not tick each box? Don't rule yourself out! If this role resonates with you, we want you to apply. Don't see the right opportunity? Email your resume to [careers@coinme.com](mailto:careers@coinme.com), and we'll review your resume for future opportunities.