



MJ FREEWAY

Director of Product

The Director of Product serves as a thought leader at MJ Freeway constantly raising the bar on customer experience by driving our product's vision and innovation in an Agile Software Development framework. MJ Freeway is a software leader in one of the fastest growing industries in the world – the cannabis industry.

The Director of Product will develop product strategies with our Product team and drive them from inception to delivery in order to provide highly sought after, profitable solutions that exceed our customers' expectations and continue to position us as the number 1 cannabis ERP technology in the industry.

Responsibilities:

- Set the vision and strategic direction for our B2B and B2G, SAAS products (currently MJ Platform seed-to-sale and Leaf Data Systems) in the market
- Drive industry innovation and establish MJ Freeway as the leader in the market
- To be MJ Freeway's public presence that drives inspiration with customers and company staff
- Develop, evolve, and manage the Product Development Lifecycle in partnership with the Engineering Team to maximize the quality and velocity of software releases
- Lead and develop a strong product team across Product Management, Design and QA, challenging and supporting them to be successful and deliver results
- Establish an on-going product roadmap consistent with the strategic direction of the company and incorporating broad input from internal and external stakeholders
- Work cross-functionally with Sales, Engineering, Marketing, and Onboarding to establish product roadmap priorities from a data-driven perspective.
- Ensure adequate backlog of features is maintained per product line
- Continuously evaluate, refine, and improve the end-to-end customer experience in cannabis cultivation, manufacturing, retail, and delivery based on business and user needs
- Establish proper measures of performance with which to evaluate and continuously adapt the Product function
- Establish client relationships and mechanisms for continued customer input into development roadmaps
- Maintain an understanding of our competitive landscape and what differentiates our product from others in the industry
- Understand the industry landscape and create predictive analysis on cutting edge functionality our customers will need in the future

Experience and Skills:



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- 5+ years of relevant experience in leading a product team and product management
- Ability to work in a scaled agile environment
- Ability to work in a fast-paced, startup, technical and complex environment
- Experience in B2B, SAAS product development, B2G is a plus
- Experience leading design teams with a strong track record and a body of work that demonstrates measurable (data-driven) value to customers and to the business (e.g. increased revenue, revenue per customer, lifetime value, improved NPS, lower CAC, etc.)
- Proven leader with excellent communication skills
- Action-oriented, strategic, and innovative
- Strong plus if you have cannabis experience, or relevant highly regulated, agricultural or pharmacological experience
- Has developed a proven, winning product development methodology and can hit the ground running. Experience with Jobs to be Done (ODI), Platform Revolution, and Challenger Customer a plus.
- Led a SaaS product team in cannabis or similar industry/product is a plus
- Demonstrated interest in new technologies and trends
- Demonstrated experience collaborating cross-functionally and building bridges between departments
- BA/BS is preferred

Benefits summary

- Salary for this role is competitive
- 100% company-paid medical, dental and vision insurance
- Generous vacation policy
- Positive and passionate work environment where we live by three principles:
 - Do the right thing
 - Be part of the solution
 - Show people that you care

Sound like the place for you? Please submit your cover letter and resume to jobs@mjfreeway.com.