



Product Manager

Background.

Water is the most critical natural resource on earth. Like any natural resource, its sourcing, use, and disposal must be carefully managed. Historically this has been very difficult with water (vs. say, energy) since there is a dearth of actionable water-related data or analysis upon which to make management decisions, and no ready water substitutes.

Who We Are.

B3 seeks to advance stewardship of essential natural resources by building data and analytics tools for water-related decisions. We deliver data intelligence focused on water management through an intuitive web-based analysis platform to diverse industries including oil and gas, real estate, investment, and finance, conservation, agriculture, government, water utilities, legal and water consulting, engineering and more. B3 is a full-stack data company, from our proprietary data collection platform to our extensive data management processes and our built-from-the-ground-up platform.

Our Core Values.

We select and evaluate our team members based on aptitude for:

1. Getting the right stuff done (GRSD)
2. Finding a way (analytical and hungry to learn)
3. Taking ownership (accountability)
4. Being professional and humble.

The Role.

The Product Manager supports the execution of B3's product roadmap in accordance with the company's business strategy and goals. In this role, s/he will own major product and analytical projects, in part or in whole, delivering innovative, high quality work on time and on budget, while understanding and articulating the value to B3 and B3's customers.

Responsibilities:

- Oversee the continued development of existing B3 products (i.e., data, software, analytics) as well as discovery of new product and partnership opportunities in the energy and financial sectors.
- Identify market and customer needs through regular interaction with customers, domain experts, and prospects; translate into product requirements.
- Ensure all managed projects and product development engagements, through concept, design, development, QA/QC, promotion, and after-action reviews, are completed on time and in accordance with project requirements (including budget) with appropriate documentation (e.g., project scoping, commercial reference, execution tracking, etc.).
- Monitor and respond to client inquiries to ensure that technical support matters are quickly addressed and that feedback is used to inform and improve product offerings.
- Work closely with Sales and Marketing teams to ensure alignment regarding new and existing product communication strategy, sales education and go-to-market positioning. Serve as an external and internal advocate for the value of B3's products.



Qualifications/Skills.

- Degree in an analytical discipline, such as Data Science, Mathematics, Computer/Data Science, Engineering, Business, or equivalent experience.
- Minimum 5 years product management experience, preferably for software and data products used within the finance/investment industry. Knowledge of energy operations, water management, and/or sustainability reporting strongly desired.
- Deep expertise in the art of understanding market needs and customer-focused, metrics-informed approaches to product management.
- Proficient in Agile and Lean development techniques.
- Familiarity with Python, R, and/or MATLAB, SQL, and standard Microsoft applications.
- Strong problem-solving and analytical skills.
- Strong verbal and written communication skills.
- Understands the importance of deadlines and managing expectations.

Location: We encourage anyone based in Denver, CO fitting the desired profile to apply for the role. However, our selection will be more heavily weighted to cultural and professional / background fit, so interested applicants from other geographies who believe they are good fits should definitely apply.

Interested candidates should send a resume and / or cover letter to info@b3insight.com with the SUBJECT heading: B3 Product Manager 2020. B3 will review and contact you as warranted.