



Product/Product Marketing Manager

New York City, Austin, TX or Remote

[Interested in applying for this position?](#)

Send an email to jobs@treno.io

Building quality software is difficult, and most enterprises struggle with it. At **Treno**, we are building a platform that helps software development teams unlock their hidden potential while releasing more, building better and improving quality. Seriously, this is next level stuff! We are a passionate group that is well-funded by some of the industry's best and most prominent investors and venture capitalists.

As we are at an early stage, there are lots of things to do and lots of opportunities to grow. We're looking for a hybrid **Product / Product Marketing Manager** who wants to join a startup and help us define launch, and iterate the treno.io product. You will be responsible for: understanding market dynamics, identifying key user personas, creating messaging that resonates with these personas, and working closely with our customers to generate feedback for our engineering leadership. You will also work directly with our engineering team prioritizing features, defining user stories and driving success through their software engineering process.

In this role, you will be part of our core product team, and working directly with our experienced founder and CEO who has run engineering and product organizations at Wrike, SuSE, Oracle, IBM, Dell, SuSE, Oracle and others.

What We Expect From You:

- Owning the voice of the customer and guiding customers to our vision through your messaging
- Developing persona based marketing strategies
- Owning our GTM strategy and execution
- Gathering feedback from customers and synthesizing that into user stories
- Owning the backlog - working with our Product Leader to validate our medium and long-term vision and prioritizing our short term execution plans
- Working with engineering leadership to manage sprints and drive execution
- Comfort moving fast and working through ambiguity - we are a small startup and we have to balance the demands of business growth and platform reliability
- The ability to understand customer needs and to propose new features
- Understanding of the enterprise SaaS marketplace



Our Ideal Candidate Has:

- 4+ years of experience building messaging and feature sets for enterprise products
- Familiarity with running Jira projects
- Research and develop user personas and customer journeys
- Clear communication style and the ability to learn quickly and execute
- The ability to understand SaaS usage patterns and user metrics
- Comfortable with talking with customers and prospects
- Opinions!
- Experience developing software release plans
- Understanding of the software development lifecycle
- You're excited to contribute and take on multiple roles in a growth stage startup.
- Demonstrated ability to write, build, release and manage successful user stories

We are financed by the industry's best venture capitalists, have a growing list of customers and definitely need to grow our team. Our teams are located in New York City and Austin, TX. We are hiring for either location or you can work remotely.

Why You'll Love Working at Treno

- You will be joining a creative and fast-growing team, and have the opportunity to have a meaningful impact on technical decisions that will ultimately add to the architecture of our platform.
- Competitive compensation plan including equity in the company: we want you to own a piece of what you're building.
- Free comprehensive benefits: we offer health, dental and vision benefits and we cover all of the cost of the best plans available
- Flexible vacation plan: our unlimited time off policy allows you to take the time off you need when you need it.
- Great people: make an impact on something that truly helps people alongside an incredible team.
- We care about diversity: diversity allows us to build an excellent employee and customer experience. We are an equal opportunity employer and we do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.
- Unlimited career growth opportunities.