

THE SEARCH

Resolve was ready to grow their product team and hire an additional Senior Product Manager to focus on leveraging core product capabilities to develop new lines of business driven by APIs and integrations.

THE CLIENT

Resolve helps B2B merchants and marketplaces manage net terms for their customers by eliminating the headaches and risks of manual credit checking, payment collection, and payment reconciliation. This means their customers can get paid faster, improve their cash flow, and grow their sales.

Their mission is to build the future of B2B payments by making net terms simple and easily embeddable.

SEARCH REQUIREMENTS

Our client identified the main requirement as someone who had experience taking a product or business “from zero to one” as this individual would embody skills across strategy, research, and hands-on product management work.

Other important criteria included those with B2B SaaS, lending, fintech, and/or eCommerce experience. API experience was considered an asset. The ideal hire also needed the maturity to be able to self-direct efforts to achieve exceptional outcomes from a remote-first company model.



Professional, responsive, and methodical. I really appreciated the level of detail that was brought forward in terms of building up the candidate profile and sourcing candidates that were very relevant. They have a specialized knowledge in product management that you don't find with other recruiters.

– Patrick Barrington, VP of Product



SEARCH STATISTICS

Number of days to the 1st round of resumes: 10

Number of candidates considered: 5

Number of candidates interviewed: 5

Number of days to complete the search: 35

THE HIRE

- 12 years of employment experience, 8 years of Product Management experience, and 3 years working for a FAANG company
- Breadth of product experiences included B2B SaaS, payments/fintech, and eCommerce
- Earlier experience included strategic consulting services, working with large enterprise clients on business process improvements
- As a Product Manager, they championed discovery of net-new product experiences to drive ROI to customers
- Engineering Degree + MBA
- Since joining, this candidate has helped buildup the foundations for a fairly greenfield initiative - taking a very measured approach and applying their prior domain experience.
- They quickly created a compelling product vision and roadmap, and already started shipping solutions to solve customer problems.

