

JOB DESCRIPTION

Product Manager

Business reviews are how billions in contracts get retained or lost, yet most are still slow, manual, and inconsistent. We turn them into a system where account managers save hours, leaders spot risk early, and renewals are won.

At Clientshare, we're building the platform that helps B2B suppliers keep and grow their most valuable customer relationships. We're a small, London-based team, so everyone here is close to customers and close to the product.

We're looking for a Product Manager to own features end-to-end, from discovery and scoping through to delivery and launch, working directly with customers, engineering, and design. If you want real ownership early in your product career and to stay in the details day to day, this could be a great fit.

Product Engineering at Clientshare

Our small senior team of full-stack engineers, designers and product people work closely together to solve real customer problems. We measure ourselves by outcomes and customer impact rather than tickets closed or features shipped. We follow Extreme Programming (XP), Kanban and favour fast feedback, pair/ensemble programming, thin process and high ownership. We're a group of continual learners.

Role highlights

- Own features from discovery through to delivery and launch
- Contribute to discovery, user research notes, competitive intelligence, feature scoping
- Support sales team and CTO joining prospect calls, explaining features, benefits and working with our customers to 'solution architect' our product into their toolchain.
- Maintain the backlog: grooming, prioritisation input, dependency tracking
- Partner closely with customer success, engineering and design to keep delivery moving day to day and launch updates
- Assess feature performance post-launch and feed findings back into the roadmap

What we're looking for

- 2-5 years prior product management, product analyst, or equivalent experience, or a strong adjacent background (engineering, design, business analysis) with clear product instincts. Preferably in small cross-functional teams at product companies
- Confidence speaking with prospects and customers, and explaining how the product works
- Ability to translate technical concepts (permissions, data model, integrations) into plain language for a non-technical buyer
- Ability to work independently on defined scope, knowing when to escalate
- Design and product taste
- Fluent use of AI tools as a force multiplier, not a substitute for thinking
- Curiosity about B2B SaaS products and how customers actually use them

WHO WE WORK WITH

CBRE, ISS, Compass Group and Xerox.

WHO RECEIVES OUR REVIEWS

1-in-2 of the FTSE 100
1-in-3 of the S&P 500

WHAT WE OFFER

- ✓ Highly competitive compensation package with annual salary reviews
- ✓ Premium offices in central London
- ✓ Hybrid working
- ✓ Private health insurance
- ✓ Pension
- ✓ 24 days of paid holiday plus public holidays
- ✓ A lively social calendar featuring quarterly company events and a hosted Christmas party

HOW TO APPLY

Please send your CV to
matt.childs@myclientshare.com