PERFECT FIT RECRUITERS — CANDIDATE REVIEW

John Smith

Senior Product Manager

PERFECT FIT SCORE

88 / 100

Recruiter Summary

John is a strategic Senior Product Manager with 7+ years driving B2B SaaS roadmaps. At InnovateTech he owns the product roadmap and has delivered measurable wins — most notably a 40% lift in user engagement and the launch of multiple new SaaS features. He combines a data-driven decision style with strong stakeholder management and a comfortable working partnership with engineering and design.

Why This Candidate Fits

- 7+ years of PM experience with a clean progression from Associate PM → Senior PM.
- Measurable, recent business impact: +40% engagement, +25% retention.
- CSPO + Google Data Analytics certifications support both agile leadership and analytics rigor.
- Comfortable in cross-functional, post-Series-A SaaS environments.

Strengths

- Product strategy and roadmapping with clear OKR/north-star framing.
- Strong data analysis muscle — uses funnels, retention cohorts, and experimentation to defend decisions.
- User research literacy: runs interviews and synthesizes findings into PRDs.
- Excellent stakeholder management; experience aligning execs, sales, and engineering.

Areas to Probe in Interview

- Walk through the 40% engagement lift: hypothesis, intervention, measurement, and learnings.
- How he prioritizes when revenue, retention, and platform-debt requests compete in the same sprint.
- Example of a feature he killed and why — to test conviction and customer empathy.
- His comfort operating without a dedicated UX researcher.

Background Snapshot

- Senior Product Manager, InnovateTech (2022 – Present)
- Product Manager, DigitalWorks (2019 – 2022)
- Associate Product Manager, StartUp Hub (2017 – 2019)
- B.B.A. Business Administration, University of Texas (2017)
- Certified Scrum Product Owner (CSPO); Google Data Analytics Certificate.

Compensation & Availability

Target base: USD $95,000 – $120,000 (nearshore, full-time, remote). Available within 3 weeks. Strong preference for B2B SaaS or platform products.

Recommendation

Interview Ready — recommended for an initial product-sense interview. John is a solid senior PM who will hit the ground running on an established product. Best fit where the roadmap exists and execution + measurement is the priority, rather than 0→1 product discovery.

Prepared by Perfect Fit Recruiters — Nearshore talent for U.S. companies. This review is confidential and intended for the named client.