



https://tripla.io/recruit/vpop-2/

## Vice President of Product

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About tripla:

tripla Co., Ltd. is a leading provider of digital transformation (DX) solutions for the hospitality industry. Our mission is to help hotels maximize profits, elevate guest experiences, and streamline operations through innovative technology. With a comprehensive suite of AI-powered products, including booking engines, chatbots, marketing automation tools, and payment solutions, we empower hotels to optimize both revenue and guest satisfaction. Serving over 7,000 customers across the Asia Pacific, we are expanding globally, with innovation and growth as our core values.

Job Description

The Vice President of Product Management will play a pivotal role in shaping the strategic direction of tripla's product portfolio, particularly as we scale globally. This role provides a high degree of autonomy and ownership over the entire product vision, allowing you to shape the future of tripla's products while ensuring alignment with business goals across diverse markets. You will be entrusted with driving product innovation, leading cross-functional collaboration, and ensuring our solutions meet the demands of both established and emerging markets.

Responsibilities

- Define and execute a global product vision and strategy** with full ownership, driving competitive differentiation and delivering exceptional customer experiences.
- Autonomy and Ownership:** Take full accountability for the product strategy, with the freedom to shape the product roadmap and long-term vision in alignment with tripla's business objectives.
- Culture of Innovation:** Lead a team that thrives on experimentation and continuous innovation. You'll have the freedom to explore cutting-edge technologies and introduce new product ideas that redefine the hospitality tech industry.
- Global Product Strategy:** Navigate and adapt product strategies for tripla's international markets, with a specific focus on addressing the unique challenges and opportunities in emerging markets. Your leadership will help tripla establish a strong foothold in these regions.
- Cross-functional Leadership:** Collaborate closely with R&D, engineering, design, sales, marketing, and customer success teams to drive alignment, accelerate product development, and ensure effective go-to-market execution.
- Leverage Data & AI/ML:** Utilize AI/ML tools and data-driven methodologies to generate deep insights and drive product innovation, staying ahead of market trends and identifying opportunities for growth.
- M&A Product Integration:** Lead product portfolio integration during mergers and acquisitions, ensuring seamless transitions and a unified product strategy post-

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tripla Co., Ltd.

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4-15-3 Nishi-Shinjuku, 160-0023, Shinjuku-ku, Tokyo, Japan

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11/05/2024

acquisition.

8. **Support ESG Initiatives:** Champion product innovations that align with tripla's ESG

goals, focusing on sustainable growth and community impact.

9. **Oversee the entire product lifecycle**, from discovery through launch and continuous

iteration, ensuring consistent product-market fit and high levels of customer satisfaction.

10. **Establish and monitor key performance indicators (KPIs)** to measure product success, leveraging data and customer feedback to guide decision-making.

11. **Drive customer-centric product development** by conducting user research and incorporating customer feedback to deliver exceptional user experiences.

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Qualifications:

1. Extensive experience in product management leadership roles, preferably within the SaaS industry.
2. Proven track record in developing and executing global product strategies that drive business growth and adapt to different market dynamics.
3. Strong leadership skills with a demonstrated ability to build and lead high-performing product teams.
4. Experience working closely with cross-functional teams, including R&D, engineering, and sales, to align product development with business and market goals.
5. Deep understanding of the SaaS business model, customer-centric development, and global market trends.
6. Experience in product integration during mergers and acquisitions (M&A) is a plus.
7. Excellent strategic thinking, analytical, and problem-solving abilities.
8. Outstanding communication, negotiation, and stakeholder management skills.
9. Experience driving product strategies that align with ESG initiatives is a plus.

In order to communicate with customers, you will be required to have the ability to read, write and speak Japanese.

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tripla Co., Ltd. Human Resources

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