



Product Manager Intern

Company Description

Synaptic Security enables machine-speed detection and response targeting the latest cybersecurity threats against Linux systems. We are a dynamic, well-funded startup spun out of MIT and CMU. Our founding team brings significant experience from previous technology startups, all of which had highly lucrative exits for both founders and employees. The company's mission is to bring unrivaled technical excellence to bear in the form of (i) next-generation AI/ML based, threat-specific security solutions; and (ii) complimentary critical security capabilities built specifically for the Linux platform. Our team is composed of world-class domain experts with deep cybersecurity experience from industry, academia, military service, and advisors from the world's finest technical universities.

Position Summary

We are looking for a, driven, and creative individual with product management experience that is seeking a career in one of these areas. Our ideal candidate is passionate about solving the business problems upon which we focus, and thrives in a fast-paced, collaborative environment. As a Product Manager Intern, you will focus on creating a segmentation of the market, developing competitive analysis for each segment, and identifying the key product characteristics of importance to buyers in each segment. You will have product management DNA, some industry experience identifying & optimizing product/market fit, and cybersecurity knowledge – ideally EDR and/or XDR knowledge. Candidates will be expected to demonstrate excellent oral and written communications abilities, as well as strong analytical and interpersonal skills - including the ability to interact with senior engineering leaders and members of the C-suite. You will report to the CEO.

Primary Responsibilities

- Support the understanding & optimization of product/market fit as a foundation for the company's GTM strategy
- Segment the market, determine the size of the serviceable market by segment and channel. For each segment, understand the competition, the ideal customer profile, how buying decisions are made, what product/features are valued, typical budgets, and other constraints
- Perform primary market research regarding the types of products, product features, or services expected to be in demand. Collect feedback to inform messaging, tactics, product roadmap
- Recommend target segment(s) and quantifiable value proposition for each target segment recommended

- Provide regular feedback on how a young organization can mature and develop its practices
- Help the Company be successful in any other way that your skillsets allow
- Contribute positive energy to the culture of the Company by collaborating in a positive, open, and respectful manner
- Learn and grow in preparation for future positions
- Stay motivated and stay hungry

Key Qualifications

- Passion for product management with some industrial experience in product management, and understanding & optimizing product/market fit to drive go-to-market strategy
- Some knowledge about next-generation endpoint protection, and related cybersecurity technologies such as traditional antivirus, firewalls, and/or XDR/EDR/SOC/SIEM/SOAR
- Some knowledge about Linux such as virtualization, containerization (e.g., Docker), and cloud (e.g., AWS, Azure)
- Positive attitude, a strong work ethic, the ability to work well on a small, collaborative, distributed team
- Excellent written, verbal, editing, and presentation skills
- Ideally an undergraduate degree in ECE or CS and pursuing an MS with a product management focus

Contact Information

To start the application process, please send your resume and cover letter to careers@synsec.ai.

Additional Information

Synaptic Security is an equal opportunity employer. Hiring decisions are based solely on merit. We do not discriminate based upon race, religion, color, national origin, gender, gender identity, gender expression, sexual orientation, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics. All information will be kept confidential according to Equal Employment Opportunity guidelines.