

ExecVision is an exciting startup dedicated to giving customers the ability to analyze what's going on in the conversations their salespeople and customer service reps are having with prospects and clients. We ingest call recordings and process them through our analytics pipeline, in addition matching them to metadata from the customer's CRM. The result is a rich set of data, which we are using to train models to help customers close more business and to increase the skills of their team. Users interact with the results through a web based UI.

As QA Manager for the Product team, you'll be responsible for ensuring the quality of releases, which happen at a 1-2 week frequency. You'll have a team of offshore QA engineers reporting to you, who you can allocate between automated test development and manual testing. We are a fast moving environment, so strong organizational skills and attention to detail are a must. You will coordinate with engineering management on a day to day basis.

### **Responsibilities**

- Ensure quality - ensure that new features get tested, that prospective releases are fully regression tested, and that product usability is as good as it should be
- Manage team of QA engineers - run daily team meetings, allocate work, hold regular 1:1s, keep team working efficiently, and hire as necessary
- Create test plans for upcoming features - work with product management as features are being specced, think through edge cases, plan for needed test data, create test steps, and document
- Improve process - we're a constantly improving organization, and the person in this role should be a key contributor in finding ways to help the team work more efficiently and deliver better quality product
- Hands on QA - the right candidate will participate in testing directly as well as coordinate the team
- Develop QA Automation - the team has two QA Automation engineers, hired to build out automation; this project needs oversight

### **Requirements**

- QA Management background
- Experience working in a startup environment
- Understanding of web applications, including usability
- Experience running a team, including coaching and staffing decisions
- Experience working with developers
- Understanding of databases

### **Nice to have**

- SQL
- QA Automation
- A Computer Science or related engineering degree
- Expert understanding of Salesforce and/or other CRMs
- Domain knowledge of sales