



# Growth Manager

**Location:** Remote

**Type:** Full Time

**Reports to:** Head of Growth

## Your Role

We seek an experienced internet start-up Growth Manager who thrives in a PLG (Product-Led Growth) environment and is passionate about data-driven experimentation, user acquisition, retention, and monetization.

This role involves working closely with a venture-backed portfolio of global start-up founders to drive growth, ensure accountability, and deliver high-impact coaching.

You will lead initiatives to drive sustainable growth through data analytics, rapid experimentation, and cross-functional collaboration.

## Your Responsibilities

### *Drive Results for Portfolio Companies*

- Conduct one-on-one consulting sessions with start-ups to drive their growth strategies.
- Collaborate with start-ups to define and track key metrics of growth.
- Hold start-ups accountable for their agreed metrics, deliverables, and growth experiments.
- Assist start-ups in designing, implementing, and analyzing experiments to achieve growth targets.
- Develop and deliver growth-focused training sessions for start-ups.

### *Engage Our Ecosystem*

- Identify and coordinate with industry-leading Growth Speakers and mentors.
- Build strong relationships and trust with portfolio startups.

### *Be Operationally Excellent*

- Design and implement processes to streamline the management of startups and information.
- Improve the organization and accessibility of internal resources and data related to growth initiatives.
- Archive and organize the Growth Curriculum for easy access and reference.
- Support the internal team with improved processes for organizing information and startup management.

### *Synthesize Insights*

- Create and maintain growth-related best practices as content for workshops, presentations, and other educational formats.

### *Develop the Orbit team*

- Stay curious. Add to the collective success of Orbit by sharing learnings and insights across Orbit teams.

## Your First Days

### In three months, you will:

- Build strong relationships with your portfolio of start-ups and Orbit team.
- Actively use Orbit's growth content, programming, and start-up metrics.
- Make actionable recommendations to improve start-up metric tracking.

### In six months, you will:

- Take ownership of growth consulting for your portfolio of start-ups
- Drive measurable and trackable progress toward startup growth goals.
- Optimize processes for managing start-ups and tracking deliverables.

### In one year, you will:

- Achieve quantitative growth improvements across your portfolio of start-ups.
- Leverage best practices for start-up management

## Your Profile

- 3+ years of experience at Series A+ high-growth startups (i.e. Grab, Careem, Lazada, etc.)
- 8+ years of hands-on experience in a product-led growth role (i.e. Product Led Growth, Product Manager, Growth Manager, Growth Design).
- Proficiency in SQL, and analytics tools (Google, Mixpanel, Amplitude, Looker, etc).
- Hands-on experience with A/B tests and experiments (e.g., Optimizely, VWO).
- Strong use of growth loops, retention mechanics, and referral strategies.
- Cross-functional work experience with product, engineering, and data teams.
- Proficiency in no-code automation tools (Zapier, Webflow, Airtable) is a plus.
- Prior experience in B2B SaaS or PLG startups is highly preferred.

## About Us

Orbit Startups is a venture capital firm with a mission to drive economic transformation in frontier and emerging markets, capitalizing on the rapid adoption of technology across South Asia, Southeast Asia, Africa, Latin America and MENA. With almost two decades of investment experience in high-growth markets like China and India, Orbit has established itself as a critical player in bridging technology, entrepreneurship, and industry leaders.

## How to Apply

Please send your CV and cover letter expressing interest to [jobs@orbitstartups.com](mailto:jobs@orbitstartups.com). CVs without a cover letter will not be considered.