



# Product Discovery Facilitator



## Who are we?

Lean Apps is an innovation agency that tests new business ideas and delivers quality products to our world-renowned customers - all in record time. Lean Apps builds products better and faster. We specialize in accelerating the journey of going from an idea to a product in 12 Weeks.

Yes, that's right!

We save tons of money and time for our customers. We use Lean Start-up experiments, Google Design Sprints and Agile to make sure that our customers never waste their time building products nobody wants.

[We are here](#)

## Product Discovery process at Lean Apps

Lean Apps conducts Product Discovery, similar to Google Design sprints, to prepare product UX designs and roadmap for the development team. We offer this as two products - mini-Discovery and full-Discovery. It is a time-boxed step-by-step process

### **mini-Discovery (2-weeks) includes:**

- Sales team handover — initial acquaintance with the project
- Kick-off meeting — first call with customer where we introduce the team, process, and plan next calls
- Idea definition — the main idea, customers and their problems and challenges
- User journey — next we check as-is journey and pain points, and define a to-be journey to solve top problems
- Process Diagram + User Flow — we decide which minimum set of features do we need to include in MVP, so core business process gets covered and top pain points are solved
- Information Architecture — help us understand how users might navigate in the app
- Wireframes — help us to understand how elements on all pages will be placed
- Visual Palette — how the app should look like, so once we finalize the wireframes, we'll know how to design them
- Visual Design — we apply visual styles to Wireframes that will help us to see how all pages will look in the final app
- Clickable Prototype — final step of mini-Discovery is to create a clickable version of the app to test it with real users

Active roles in mini-Discovery:

- Product Owner
- Facilitator
- UI/UX designer

Additional activities we do in **full-Discovery (3 weeks)**:

- Write of user stories
- Create of product roadmap
- Estimate product - time and cost of development
- Sprint-by-Sprint Release Plan
- Create application and cloud infrastructure architectures along with technical team members

Additional roles in full-Discovery:

- Development Scrum Master
- DevOps
- Tech. lead/architect
- CTO (optional)

## **Mission**

The mission for Discovery Facilitator is to facilitate the team during the meetings, make sure that customers' expectations are clarified and met, and all Product Discovery activities are completed in time and in desired quality.

## General Rules

Take a neutral stance, step back from the detailed content and from your own personal views.

Wherever possible, use a style of suggestion to the team and Product Owner (PO) to try and encourage them to follow the agenda and get the meeting back on track if the discussion gets digressed to topics not relevant for the meeting. Managing the group dynamics and conversation is core to this role.

When required, fill in the gap between PO thought process and team's understanding.

Facilitator has to enable a collaboration between customer product owner (sometimes subject-matter-expert), Lean Apps product owner, UX designer and technical lead to achieve the required outcome.

## Competencies

- The ability to create synergy within the team while guiding them to an effective outcome
- The capacity to iterate and adapt
- The intrinsic motivation to unleash creativity in others
- Analytical skills to be able to
  - ❖ understand the context;
  - ❖ analyze the root causes;
  - ❖ identify clear objectives & goals;
  - ❖ consider possible solutions and collateral benefits;
  - ❖ visualize adverse implications;
  - ❖ reach consensus and alignment on the final decision
- Strong verbal and written communication skills
- Strong workshop facilitation and time management skills
- Persistence towards getting the people in the room towards the desired outcome

Would be awesome if you are:

- Already facilitated multiple Design Thinking workshop
- Already facilitated Design Sprint workshop
- Understand UX and UI

If you decide to apply for this job, think about what you can bring to the company in order to be aligned with [company values](#).

## How do you apply

At Lean Apps, we're looking for innovative and creative thinkers seeking to join a team of like-minded achievers who want to revolutionize the world of digital products. If you think you might be the right fit for our team and our company values, please apply by using the below process.

Tell us why you're perfect for this job by sending a cover letter and CV to [careers@theleanapps.com](mailto:careers@theleanapps.com). Or, if you want to stand out and show us who you really are, create a video cover letter. A flash mob, a comedic monologue... whatever showcases your passion for the work you'd be doing and add it to the email. Videos are not required, but if you create it, we'll watch it.

If your email impresses us, we will get in touch with you to continue the interview process. If it doesn't, you'll just receive a "thank you" email from us but give us a few weeks.

**Good luck :-)**