

# How Galileo increased its PM team engagement by 30% in 3 months

Today's product leaders are encountering never before seen challenges in the face of a global pandemic. In its wake, product leaders have been left with a shortage of talent thanks to new industries that are going digital and hiring PMs for the first time. Additionally, the Great Resignation is causing other PMs to reevaluate their priorities. With the added challenge that many product leaders are managing remote teams, it can all feel insurmountable without an effective mentorship program.

Products That Count leverages its influential global network of C/VP-level product leaders to deliver personalized product mentorship at scale. Galileo Financial Technologies, as a result, has increased its internal initiatives toward being product-led, further enabling them to build products that win.



Galileo is a leading financial technology company whose platform, open API technology and proven expertise enable fintechs, emerging and established brands to create differentiated financial solutions that expand the financial frontier. The company teamed up with Products That Count to up-level their product managers and turn their product teams into a competitive advantage for their organizations.

## 30%

improvement in PM team engagement

### IMPACT

#### A CULTURE OF LEARNING

Galileo held weekly meetings with the PMs in the Strategic Product Management Boot Camp to discuss how they could apply the learnings to the products they were building. They are continuing these meetings beyond the completion of the program.

#### PRODUCT-DRIVEN VISION

The product org is implementing brown bag lunches to become more product-led and earn the trust of other teams like sales, marketing, and engineering.



Our partnership with Products That Count has been very successful. It's allowed us to hold meaningful conversations as a team to experiment and make smarter decisions, which has seen us increase our PM team engagement by 30% and build trust throughout the company as a whole.



**Abhi Ranadive**  
Galileo Product Lead



Galileo's product org was in its nascency when we started searching for a partner that can help our teams cultivate the right product mindset to build winning products. Our tenets for selecting a partner are:

1. Sustained deep learning instead of 5-day boot camp style
2. Repeatable cohorts where groups of PMs can be trained every year
3. An engaged partner with modern learning facilitated methods and frequent feedback check-ins



**Archie Puri**  
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Chief Product Officer

Are you ready to boost your impressions, increase sales velocity, and maximize ROI? Contact us today at

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