



JOB DESCRIPTION

PRODUCT MANAGER – CLINICAL DIAGNOSTICS

Introduction

ProtonDx is a diagnostic company founded on novel semiconductor detection technology from Imperial College London. Due to our success and growth, we are looking for an experienced Product Manager – Clinical Diagnostics. The individual will be responsible for the ProtonDx product portfolio of diagnostic products and will have the opportunity to interact with R&D, sales and manufacturing to build successful product launches in this high-value and rapidly growing market. The role is based in the London with a requirement for international travel, primarily in Europe and North America.

Responsibilities include:

- Management of ProtonDx' s portfolio of clinical diagnostic products
- Devise and implement marketing strategies and tactics to expand market adoption of products
- Strategic planning for the business, providing a thorough understanding of product portfolio and opportunities
- Participate within a multi-disciplinary team (R&D, manufacturing/supply chain, marketing) supporting new product development and manage milestones towards product development.
- Analyze and segment various global markets to determine market opportunities, competitive positioning, product attributes, pricing and sales forecasts
- Serve as the product champion, ensuring product performance meets expectations and explore ways for continuous improvement and market adoption
- Serve as key contact for input and interpretation of issues that impact product perception, quality, cost or reliability. Assume ownership for working with appropriate groups to resolve issues as needed.
- Conduct market research on new product opportunities and work with R&D on product evolution and next generation applications
- Responsible for monthly product manufacturing forecasts
- Contribute to corporate marketing goals and revenue targets by actively supporting the commercial team through lead generation and visits/presentations to customers
- Preparation and delivery of training materials, technical information, sales presentations, running wet workshops, technical support etc.
- Provide input to the Marketing Manager on marketing literature and contribute to web content.

Experience:

- The successful candidate should have a minimum of a BSc degree in the Life Sciences
- Minimum of 2-3 years of experience in product management in clinical diagnostics
- Ideally having a laboratory background, specifically with experience in molecular biology consequently able to relate to customers at a high technical level.
- Preferably having sales experience working with diagnostic laboratories, specifically molecular biology and microbiology.
- Experience in supporting distributors would be an advantage
- Strong presentation, analytical and customer service skills

Applicants should forward a CV with a covering letter to: careers@protondx.com