



EXTERNAL JOB POSTING

Job Title Product Manager, Robotic & Software Platforms

Req# 1072-19

LOCATION: Valencia, CA

POSITION SUMMARY:

The Product Manager, Robotic & Software Platforms will execute product development and global product portfolio strategies to exceed business objectives. As a highly visible upstream and downstream team member, the right candidate will be a self-starter, embrace an autonomous work environment, successfully troubleshoot and resolve complex situations in the field and lead cross-functional teams.

SPECIFIC DUTIES AND RESPONSIBILITIES:

- Primary responsible for execution of strategic and tactical plans to increase market penetration of commercially available product lines.
- Assists in the management of new product development within the product portfolio.
- Assists in the management of the product lifecycle including initial development of marketing requirements, project feasibility, commercial launch, and post-market support.
- Interfaces closely with the company's commercial executive team, customers, and the sales force to develop and execute impactful product strategies, including support tools, comprehensive product training and sales materials.
- Provides sales support and strong linkage to sales organization.
- Generates and reports business analytics and performance metrics.
- Works with integrated cross-functional teams to provide leadership and direction for new products and existing product changes and enhancements.
- Determines and executes appropriate market research to identify product enhancements for existing product line as well as new generation products.
- Partners with a wide variety of regulatory/legal/sales/marketing constituents within the company. Provide regular feedback to management regarding project status, competitive issues, and internal/external issues that may impact the attainment of established goals and objectives.
- Builds professional and technical knowledge by engaging with customers, attending scientific conferences, educational workshops, delivering presentations and training to field personnel and reviewing professional publications.
- Develops relationships with key opinion leaders, sales leaders, and key patient advocates.
- Travel up to 40%
- Able to perform other essential tasks assigned.

EDUCATIONAL REQUIREMENTS:

Bachelor's degree in marketing, biomedical science or engineering required with business/marketing graduate degree preferred.

EXPERIENCE:

Three to five years of product marketing/management experience required. Prior medical device industry experience preferred. Prior software development experience strongly preferred.

KNOWLEDGE, SKILLS AND ABILITIES:

- Willingness and ability to travel domestically and internationally.
- An innate, strong and autonomous work ethic.
- Extensive direct work experience with commercial product launches and product management, with medical devices.
- Strong strategic thought process with bend toward execution.
- Seeks out, develops and maintains strong corporate relationships with outside sales force.
- High energy and excellent interpersonal skills.
- Ability to build effective relationship across various functions.

- Demonstrated leadership traits and abilities.
- Goal-oriented, metric driven and results based.
- Strong analytical, presentation, written and communication skills.
- Ability to thrive in a fast-paced, entrepreneurial environment.
- Ability to work well and excel under pressure and tight deadlines.
- Ability to present and discuss high-level programs and promotions with senior executives.
- Excellent skills in MS Office including PowerPoint and Excel.

CONTACT: **Submit resume to careers@bioness.com**

EOE/Minorities/Females/Vet/Disability