

Product Manager – Automation

This is your chance to join an awesome, growing and fast-paced company creating unbelievably cool life science products! If you're psyched to join an ever-changing, dynamic environment, if you like to play with new tools, and you like your work to be visible and make a difference, this is the place for you.

This is a one of a kind opportunity for highly motivated individual that wants to join a fast-paced and growing marketing team. You're a scientist who wants to leverage your scientific knowledge and problem-solving skills and apply them to automation applications to help other scientists do their work better and faster.

Responsibilities:

- Collaborate with management to create and deliver an annual marketing plan for the Freeslate product portfolio
- Make recommendations for new products through market research like analyzing market trends, customer requirements, market and competitive intelligence
- Participate in new product development from concept through commercialization, bringing the voice of the customer, customer requirements and value propositions to the table
- Maintain effective relationships with R&D, facilitate product roadmap decisions, and make sure that commercial objectives are met
- Become the "go to" person for Freeslate products, the main advocate who can clearly communicate what customers need and translate and communicate to the field or internally
- Own and execute on product training for the sales team
- Build and implement customer facing sales tools, partnering with internal/external partners to get it all done
- Take a front and center role in company presence at target exhibitions and conferences

Requirements:

- Must have a BS in the biological/chemical sciences, MS or PhD highly desirable
- 2+ years of life science tools product management experience, preferably in automation equipment sold to Pharma and Biotech
- Additional experience in supporting automation applications in biologics or small molecules is highly desirable
- Inbound marketing experience with a focus on ushering customer technical requirements into product development is a must.
- Experience in outbound marketing, and working with Marketing Communications to communicate technical capabilities to a product market is a must.
- Experience with automation and/or enterprise software platforms is highly desirable.
- Willing to travel (up to 30%)

