

Global Product Manager - Copenhagen

We are seeking a Global Product Manager to bring novel, advanced products and technology for genetic analysis on single DNA molecules to the market in the area of next generation sequencing

Do you want to be a part of an interdisciplinary dynamic team who shares the vision of better healthcare by improving next generation sequencing and securing the integrity of DNA information?

Today, genes are easily decoded by advanced DNA sequencers. Already, sequencing forms an integrated part of R&D programs in the pharmaceutical industry, diagnosis and clinician's decisions on the best possible treatment regimens for patients in leading hospitals. Future healthcare will increasingly depend on accurate detection of genetic variations by sequencing.

Samplix enables the holy grail in genetics; to perform genetic analysis on single DNA molecules. Single DNA molecule analysis eliminates the risk of interaction between different DNA molecules. Samplix has developed a proprietary single molecule microfluidics Xdrop™ technology that maintains the integrity of DNA and allows for error proof sequencing.

The position

We are looking for an experienced Product Manager who will be responsible for orchestrating the various activities associated with the Xdrop™ market introduction. This includes working closely with key customers across different segments, developing product positioning messaging, and providing initial customer feedback. You will furthermore support the global sales organization to sell the products and you will work closely together with marketing on demand generating activities and development of marketing material.

You will report to VP Commercial Operations. Location: Copenhagen

Main responsibilities

- o Develop the go-to-market strategy for the Xdrop™ portfolio and product positioning messaging
- o Drive market development activities, working closely together with Applications / Product Development teams
- o Work closely with Marketing and external agencies to develop marketing plans and tactics and to develop content for marketing collateral for customers as well as sales tools
- o Establish and maintain successful relationship with key customers to ensure successful adoption of products
- o Provide voice-of-customer feedback and perform market research identifying new areas for customer and business value
- o Work closely with the sales and marketing organization to define competitive messaging, strategies and tactics
- o Support global sales and customer support teams through customer visits and regular communication with end-users including key opinion leaders as well as training field-based organization to support and sell products

- o Conduct technical sales presentations for customers and key opinion leaders as well as at workshops/seminars globally
- o Work with Sales and Operations assisting with the forecasting process to address demand, exceptions and forecasting of new products

Requirements

- o Minimum 2 years of experience from the Life Science and Genomics market and an understanding of DNA sequencing technologies – a Master's or Ph.D degree is desirable
- o Good understanding of the needs for NGS products and technologies in the academia and pre-clinical market is a plus
- o Demonstrated experience in launching products in the Life Science field is desired
- o Must have customer-facing experience
- o Must be able to build credibility and relationship across functions and levels
- o Strong organizational capability, ability to work independently as well as ability to collaborate with colleagues
- o Strong written and verbal communication skills to effectively engage with the customer and across multi-disciplinary teams within Samplix.
- o Up to 20% travel time

We offer

We offer a great job with development opportunities in a highly motivating, professional and friendly environment. You may be looking for a new career path or you may simply be looking to make a difference in a small hard-working organization. You will be offered the opportunity to spearhead and drive the introduction of highly advanced products on a very high scientific level for a highly motivated and educated group of customers around the world. The job will be challenging and rewarding at the same time.

Application

Please send the application through the [Jobindex Quickapply Application System Applications](#) will be considered as they are submitted. Your application will be treated in accordance with our policies for processing of personal data incorporating the General Data Protection Regulation of the EU.

Application deadline is 22nd September 2019.

About Samplix

Samplix has developed proprietary products for targeted single molecule enrichment of DNA and RNA. Samplix' technologies are based on advanced microfluidics which in a simple work process partitions millions of molecules in droplets thereby enabling high quality targeted enrichment of large fragments (>100 kb) for subsequent sequencing.

For additional information, please contact:

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