

Job title: Product Manager – Mid level position

About ShanX Medtech BV

ShanX Medtech BV (SXM, NL) is a dynamic young company dedicated to revolutionizing healthcare through innovative diagnostic tools. Our journey began with a deeply personal experience—the founder's mother's near-fatal struggle with a poorly treated bacterial infection. This ignited our mission to transform infection management, propelling us to develop pioneering solutions that prevent unnecessary suffering.

At SXM, impact is paramount. We're proud to introduce KAIROS™ IVD, our groundbreaking rapid antibiotic susceptibility testing device, poised to redefine how bacterial infections are treated. Our goal is clear: to equip healthcare professionals with the means to make informed treatment decisions swiftly and accurately. Through our innovative solutions, we're combating antibiotic resistance, enhancing patient outcomes, and saving lives.

Join us in shaping the future of healthcare, where every moment is vital in the fight against bacterial infections. We're seeking a motivated Product Manager to join our team and contribute to the introduction of this crucial diagnostic device to its users. This is an exceptional opportunity to join us in our early stages and play a pivotal role in our future success.

About the role

As a Product Manager you will play a critical role in driving the successful execution of KAIROS™, by developing and executing product strategies that meet customer needs, drive market growth, and deliver value to both SXM and our stakeholders.

Responsibilities

Your responsibilities include but are not limited to:

Market Research and Analysis: Conducting market research to identify customer needs, market trends, and competitive landscape. Translate needs into User Needs Specifications

Product Strategy: Developing and implementing product strategies that align with SXM's overall business objectives. Defining product positioning, pricing, and go-to-market strategies to maximize product success and market penetration.

Product Launch: Planning and executing the KAIROS™ launch, including developing marketing material, sales collateral, and training programs for internal teams and external customers. Collaborating with marketing and sales teams to drive product awareness, adoption, and revenue growth.

Cross-Functional Collaboration: Working closely with cross-functional teams to ensure alignment and coordination across all aspects of product development and commercialization. Facilitating communication and collaboration among stakeholders to achieve product goals and objectives.

Customer Engagement: Engaging with key opinion leaders, customers, and stakeholders to gather feedback, validate product concepts, and identify unmet needs. Serving as the voice of the customer within the organization to ensure products meet customer expectations and deliver value.

Regulatory Compliance: Ensuring products comply with regulatory requirements and standards, including FDA regulations and ISO certifications.

Continuous Improvement: Continuously evaluating and improving product processes, systems, and performance to drive efficiency, quality, and innovation. Implementing best practices and lessons learned to enhance product development and management processes over time.

Required Qualifications

- Bachelor's or master's degree in Biology, Biomedical Engineering, Chemical Engineering, or a related scientific or technical field.
- Hands on experience with market research, user involvement and Key Opinion Leader onboarding

- 3-5 years' experience in product management and marketing with a preference in the in-vitro diagnostics space.
- Strong technical acumen and understanding of diagnostic technologies and principles, including technical device specifications.
- Familiarity with regulatory requirements and standards such as FDA regulations and ISO standards.
- Knowledge of the diagnostic market landscape, including customer needs, competitive landscape, and market trends, is essential for developing successful product strategies.
- Excellent verbal and written communication skills for English and Dutch to effectively communicate with internal teams, external stakeholders, and regulatory agencies.
- Ability to collaborate effectively with cross-functional teams, including R&D, regulatory affairs, quality assurance, and marketing, to achieve product development goals.

Preferred Qualifications

- Showcase leadership abilities by taking proactive initiatives and working independently.
- Desire to work in a small company environment with possibility to grow.
- A passion for innovation and creating impact.

Perks and benefits

- Competitive compensation and benefits package.
- Prepared for advancement to the role of Chief Marketing Officer.
- Participation to company equity.
- Access to professional development opportunities for career growth and advancement, including training resources.
- Flexible schedule and work arrangements.
- Dynamic and collaborative work environment.

Important Dates: The application period for this position will remain open until June 1st. Interviews will be conducted during the first two weeks of June. The anticipated start date is July 1st, 2024, with flexibility for a later start date by mutual agreement.

Position Details: This is a part-time contract for 24 hours per week, extending over three years, with the possibility of extension and potential for an increased work week.

Location: The position will be in Nijmegen, with regular commuting to Eindhoven and occasional international travel.

Disclaimer: At SXM, we're dedicated to equality and diversity, welcoming individuals from all backgrounds.

Position reference name: SXMRef003-2024_Product Manager

Interested?

Ready to Make Your Mark?

If you're ready to drive meaningful impact and be part of a team that's changing the game, we want to hear from you! Apply now by sending your resume and a cover letter detailing why you're the perfect fit for the role to info@shanxmedtech.nl.