

## **Integrated DNA Technologies**

**ID** 2019-4588

**Job Locations** US-CA-Redwood City **Category** Product Management

**# of Openings** 1

**Posted Date** 1 day ago

**Shift/Schedule** M-F 40 Hour Week (United States of America)

### **Overview**

The Next Generation Sequencing (NGS) Product Manager is responsible for managing the NGS portfolio from product definition through development, commercialization, launch and post-launch support.

### **Responsibilities**

#### **Essential Functions:**

- Manages all aspects of the product life cycle and provides commercial support for the NGS portfolio. Responsibilities include: xGen Target Capture products including the Lockdown product family of probes, pools, and panels (Exome etc.), blocking oligos, reagents, and new products in development. Serves as the product champion within IDT for the NGS portfolio.
- Partners closely with Sales, and Marketing to coordinate and execute; effective pricing and positioning strategies, marketing campaigns, collateral development, sales and support tools, and training programs to drive sales growth.
- Partners with R&D, Operations, Sales, Customer Support, Marketing, and other business units to ensure successful and timely definition, development and launch of new products. Responsible for developing the customer and product requirements and the supporting business cases.
- Develops and coordinates strong relationships with key customers, in partnership with the sales team, to drive successful adoption of new products and gathers customer input and product requirements to guide new product development.
- Leads the development of the NGS Product roadmap and strategy.
- Gathers and synthesizes market intelligence including; competitive information, customer feedback, and technical trends. Leverages this information to address competitive threats, and make recommendations and developing business cases to inform portfolio strategy.
- Plans and achieves NGS revenue and margin targets. Develops and maintains revenue and unit forecasting and pricing models for short and long term planning. Partners across business units to develop pro forma revenue forecasts.

- Demonstrates and upholds behavior consistent with the Integrated DNA Technologies Core Values and delivers the Integrated DNA Technologies experience to customers and other business associates.
- Performs other duties as assigned.

### **Education:**

- Bachelor's degree in Life Sciences (biology, biochemistry, molecular biology, etc.) required.
- Advanced degrees (MS, MBA, PhD) preferred.

### **Professional Experience:**

- Knowledge and experience in Next Generation Sequencing required.
- Understanding of the NGS market including; competitors, technologies, trends, and key challenges required.
- Minimum of three years of life science tools product management experience required.
- Minimum of five years of experience working in a life sciences environment required.

### **Other Job Qualifications:**

- Demonstrated leadership and partnering skills.
- Excellent written and verbal communication skills.
- Ability to work effectively across a large organization and ability to interact with all levels of management.
- Experienced and effective communicator in high level customer interactions, including sensitive negotiating and support situations.
- Ability to prioritize multiple projects and activities.
- Strong problem solving skills and willingness to tackle new challenges.
- Ability to lead teams to overcome issues.
- Ability to work independently and as part of a team.
- Ability to perform under stress when confronted with emergent, critical, unusual, or dangerous situations, or situation in which working speed and sustained attention are make-or-break aspects of the job.
- Ability to perform a variety of duties, often changing from one task to another without loss of efficiency or composure.
- Ability to maintain both a high standard of courtesy and cooperation in dealing with co-workers.
- Ability to accept responsibility for the direction, control or planning of an activity.

### **Travel Requirements**

- Frequent travel (more than 20%) is expected.

## **Physical Requirements:**

Exert up to 10 lbs. of force occasionally and/or up to a minimal amount frequently

*Constant (67%-100% of work day)*

- **Talking:** expressing or exchanging ideas by means of the spoken work- those activities in which they must convey detailed or important spoken instructions to other workers accurately, loudly, or quickly.
- **Hearing:** perceiving the nature of sounds at normal range; ability to receive detailed information through oral communication, and to make fine discriminations in sound, such as when auscultating and percussing.

*Frequent (34-66% of work day)*

- **Reaching:** extending hand(s) and arm(s) in any direction.
- **Sitting:** to assume a position in which the weight is largely supported by the buttocks, usually with the body vertical and the thighs horizontal.
- **Standing:** maintaining an upright position.
- **Walking:** moving about on foot to accomplish tasks.
- **Lifting:** raising objects from a lower to a higher position or moving objects horizontally from position to position.
- **Using Fingers/Grasping/Feeling:** writing or otherwise working, primarily with fingers rather than with the whole hand or arm as in handling. Applying pressure to an object with the fingers or palm and perceiving attributes of objects such as size, shape, temperature or texture by touch.
- **Repetitive Motion:** substantial movements (motion) of the wrists, hands, and/or fingers.
- **Bending:** bending body downward and forward by bending spine at the waist and/or bending leg; bending legs at knee to come to rest or kneel.

*Occasional (33% or less of work day)*

- **Pushing/Pulling:** using upper extremities to press against something with steady force in order to thrust forward, downward or outward/using upper extremities to exert force in order to drag, haul or tug objects in a sustained motion.
- **Climbing:** stairs, stools, ramps, ladders.

## **Visual Acuity:**

- Work requires close vision, distance vision, peripheral vision, depth perception and ability to adjust focus.
- Ability to read pertinent printed material and distinguish colors.

- Ability to prepare and read written documentation; use of computer.

Integrated DNA Technologies is an equal employment and affirmative action employer. Minorities, women, veterans and individuals with disabilities are encouraged to apply.

Apply Here: <http://www.Click2apply.net/45pgy8nkww78hzz>

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