

Senior Product Manager

RedShift BioAnalytics develops analytical instruments for the characterization of protein therapeutic drugs during development and manufacturing. The instruments are based on microfluidic modulation spectroscopy, a RedShift invented technology that is delivering an order of magnitude improvement in performance and efficiency over current solutions. RedShift is looking for a Senior Product Manager who can assume product level responsibility for our current AQS³pro instrument as well as innovative new products on our product roadmap.

The Senior Product Manager has responsibility for managing the product throughout its life, from market and customer requirements to concept, engineering development, sample production, mass production, cost management, forecast, sales promotion, logistics support, and finally, product end of life. Thus, the Senior Product Manager must be capable of multi-disciplinary management and communication across the organization, and have deep knowledge and experience in at least one of discipline critical to product success. The Senior Product Manager is responsible for:

- Understanding our markets, customers and competition, and generating a great product plan.
- Prioritizing product features and requirements while making the needed tradeoffs against strategic goals and initiatives.
- Setting and communicating a product vision and strategy, while owning the prioritized product roadmap.
- Defining the product release process and coordinating all of activities required to bring the product to market.
- Working closely with engineering on the technical specifications and product design, with manufacturing to ensure timely delivery of product, and with sales and marketing to generate delivery forecasts and ensure the product meets customer expectations over its life.
- Driving product launches, including working with product and operations teams, marketing, sales, service, and other outside resources.
- Working with marketing and operations to determine product pricing, while utilizing market research data, production and sales costs, and anticipating volume forecasts
- Ensuring continued product competitiveness and profitability by relentless focus on cost, reliability, customer service and product improvements.
- Maintaining professional and technical knowledge by attending workshops and conferences; representing the company at events and customers visits to solicit feedback on company products and services; and, growing personal networks.

In summary, a great product manager will have a deep sense of responsibility for delivering great products to our customers, and for helping scientists develop better protein therapeutic drugs in less time and at lower cost!

Minimum Qualifications (must have)

- BA/BS or MS degree in a relevant field.
- 10+ years overall experience and 5+ years of product manager experience for analytical equipment, preferably within Pharma/BioPharma.
- Experience in Executive-Level Customer Engagement.
- Familiarity with project management tools, and the documentation and controls used to develop, manufacture and delivery high quality products.
- Proven technical, analytical, and problem-solving skills.
- Excellent verbal and written communication skills both upward and downward in the organization.
- Interest and ability to be perform both individual contributor and managerial functions
- Be a motivated, self-starter, who takes initiative and enjoys a challenging and exciting work environment.
- Excellent time management, organizational and interpersonal skills
- Outstanding customer advocacy skills.

Preferred Additional Qualifications

- Deep understanding of pharmaceutical and biotech markets and sales cycles.
- Product management experience for biologic analytical equipment.
- Experience in protein analysis, FTIR, CD, SEC, Mass Spec or other analytics platforms used in drug development.
- Deep technical knowledge in either a relevant engineering discipline or manufacturing operations.
- At least 2 years of experience directly in the marketing, preferably for biologic instrumentation.

About RedShift BioAnalytics:

RedShift BioAnalytics is developing powerful new analytical tools for the R&D, life science and biopharmaceutical markets. Our measurement solutions combine tunable lasers, microfluidics, and analytical technologies to achieve revolutionary improvements in performance, efficiency and analytical capabilities. At RedShift, we provide customers with solutions that accelerate product discovery, development and manufacturing while enabling dramatic improvements in performance, efficiency and cost.

We have developed major partnerships with industry leaders, attracted top talent to our executive, engineering, operations and sales & marketing teams, and have received strategic and venture funding to support our product introductions. Our team members are innovators who are creating one of the most promising technology start-ups in the Boston area.

This position is open for immediate hire. The company provides very competitive salaries as well as a full benefit plan including medical, dental and 401(k) savings.

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To apply, please send a cover letter and resume referencing the job title to:
careers@RedshiftBio.com.

WE ARE AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER. RedShift BioAnalytics affords equal employment opportunity to all qualified persons regardless of race, color, religious creed, national origin, age, military status, sexual orientation, disability, genetic information, gender identity, gender expression or gender unless based upon a bona fide occupational qualification. Please view Equal Employment Opportunity Posters provided by OFCCP [here](#).