

## Product Manager

 Lunaphore Technologies SA

 Tolochenaz (Vaud), Switzerland

**Job title:** Product Manager

**Reports to the:** Head of Product Management

**Activity rate:** 100%

**Type of contract:** Permanent

**Start date:** ASAP or to be discussed

**Duration:** Indeterminate

### About our company

Lunaphore Technologies is a young scale-up active in the Life Sciences field developing products based on a microfluidic technology to analyze tissue samples in immuno-oncology research. Lunaphore is seeking a highly motivated candidate to join our team and contribute directly to the development and growth of the company.

### Job overview

We are looking for a Product Manager to strengthen our Product management team and help define and share the vision, strategy, and roadmap of products, with particular focus on tissue analysis and applications. This position can be based remotely.

### Responsibilities and duties

The Product Manager main tasks are:

- Help define the vision, strategy and roadmap of the product and share it with the team members and across the company.
- Generate, manage and prioritize product and user requirements to ensure business success and customer satisfaction.
- Understand thoroughly the market, i.e. spatial biology in immuno-oncology, and its users, and act as the customer advocate by communicating user's needs and VoC to the different stakeholders internally through presentations and reports.
- Collaborate effectively with the Sales, Marketing, Customer support, Operations and R&D teams in order to ensure business case and customer satisfaction goals are met.
- Lead and execute the commercialization strategy by monitoring and evaluating competitiveness and commercial success potential of the product. Perform sensitivity analysis to identify efficiency improvements in product performance, acceptance and placement.
- Be an expert of the product and applications, provide demonstrations and presentations of the product to customers, and at events.

- Help in building product business plans and presentations as support for strategic decisions, using market research and competitive analysis skills.
- Manage and implement testing activities, including beta and pilot programs at customer for product feedback purposes.
- Coordinate with R&D and V&V teams on development and validation activities, specifically, aligning on technical requirements, reviewing designs, risks and mitigations, maintaining product documentation, and perform user testing.
- Define and coordinate the release strategy of products and updates and train the different team (field, operations, marketing and sales, others when necessary) for product updates.

### Required qualifications

- MSc. or PhD in biology, life sciences, bioengineering, or similar field.
- Experience of at least 3 years in a product/marketing/application specialist or similar role.
- Good understanding of laboratory techniques such as immunohistochemistry, microscopy and image analysis.
- Hands-on experience working with tissue staining and analysis is a strong plus.
- Experience and deep understanding of the spatial biology space is a strong plus.
- Proficiency in English (at least C1).

### Required soft skills

- Outstanding communication skills (written and oral).
- Capacity to adapt in a rapidly changing environment.
- Ability to influence, interact and work in a team.
- Positive customer-centric attitude.

### We offer

- A multidisciplinary industrial project within a strongly growing high-tech startup.
- An international working environment with high level of diversity and strong network.
- A highly interactive team with strong personal and technical qualities.


### How to apply

Send your complete application through [human.resources@lunaphore.com](mailto:human.resources@lunaphore.com)

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