

## ***Job Title: Sepsis Product Manager***

### **About NIVD:**

NIVD is a health-tech startup, with patented revolutionary nano-technology solutions that enable pre-symptomatic, accurate and flexible diagnostics of multiple diseases affecting globally human beings, animals, and the environment.

Together with our partners and investors, we have developed a strong ambition to enable the world with real-time, affordable point-of-care health testing solutions, that accelerate the path towards personalized medicine.

We are expanding our Barcelona team in the R&D, Business, Commercial, and Legal areas to accelerate the delivery of our products and solutions to the market.

### **Job Overview:**

We are seeking a dedicated and experienced Product Manager for NIVD Sepsis offering, an innovative product derived from our patented technology that enables pre-symptomatic diagnostics of patients with infections that would derive in Sepsis. The ideal candidate will have deep knowledge of the medical diagnostics industry, coupled with strong commercial acumen, and a passion for improving patient outcomes. This role requires overseeing the entire product lifecycle, from ideation to sunset, and owning the product's Profit & Loss (P&L).

### **Responsibilities:**

- Strategic Planning and Product Lifecycle Management
  - Assess market needs, identify gaps, and drive product differentiation vs. current market offerings.
  - Develop, execute, and maintain a Sepsis product roadmap that aligns with company goals, partnership opportunities and market needs.
  - In partnership with the NIVD R&D/Science and the Business Strategy teams, drive the research, ideation, industry co-development & partnership, launch, and growth phases of the Sepsis early diagnostic product family.
  - Derive and update Sepsis product family TAM and market share scenarios.
  - Develop the target personas, their journeys, and the data records to be captured throughout the product lifecycle to enable personalized treatment.
  - In collaboration with Sepsis partners, foster relationships with key opinion leaders, medical professionals, and external partners.
  - Ensure continuous product improvement, and lead product sunset or transition when necessary.

- **Strategic Partnerships Development:**
  - Scout the market to identify the key potential partners and make contact to assess partnership likelihood.
  - Run and document scoring criteria to go from long to short-list of partners.
  - Lead partner discussions and negotiations, from early NDA, to MoU, to Commercial / Licensing Agreement, involving the key NIVD areas/leaders needed during each phase.
- **Profit & Loss (P&L) Management:**
  - Oversee and be responsible for the entire P&L of the Sepsis early diagnostic product family.
  - Model product economics and optimize product pricing, distribution, communication, regulatory requirements, etc. aligning these with the strategic partner(s).
- **Marketing & Positioning:**
  - Collaborate with NIVD and Commercial Partner marketing teams to develop effective marketing strategies and materials.
  - Ensure that the product's unique selling points (USPs) are clearly communicated and understood by the medical practitioners.
- **Customer & Market Understanding:**
  - Conduct regular market research and key stakeholder feedback loops to remain informed about industry trends, customer needs, and competitive landscape.
  - Translate insights into actionable product improvements and new feature development.
- **Regulatory & Compliance:**
  - Collaborate with Commercial Partner(s) to ensure that the product family meets all regulatory and compliance standards.
  - Collaborate with the Commercial Partner regulatory team to navigate complex approval processes and adapt to changing regulations.
- **Sales & Training Support:**
  - Support the Commercial Partner to equip the sales team with necessary training and resources.
  - Address technical queries and provide insights into Sepsis product advantages.
- **Performance Metrics & Reporting:**
  - Track, analyze, and report on Sepsis product family KPIs.
  - Provide regular updates to leadership on product performance, challenges, and opportunities.

## **Requirements:**

- **Education & Experience:**
  - Bachelor's degree in Life Sciences, or a related field; MBA or advanced degree is a plus.
  - Minimum of 5 years of experience in product management, preferably in the medical diagnostics or healthcare industry.
  - Experience with P&L responsibility.

- **Skills & Abilities:**
  - Growth mindset, capable to excel in a fast growing & high ambition company.
  - Strong analytical, organizational, and project management skills.
  - Exceptional interpersonal and English communication skills.
  - Ability to work cross-functionally.
  - In-depth knowledge of the medical diagnostics industry, particularly in sepsis detection and management.
- **Personal Attributes:**
  - Passion for improving patient care and outcomes.
  - Strategic thinker with an execution-focused mindset.
  - Problem-solving ability with a proactive approach.
  - Flexibility to adapt in a rapidly changing environment.
- **Preferred:**
  - Previous experience with immunology diagnostics products.
  - Familiarity with regulatory requirements related to medical diagnostics.

## **What we offer:**

- A competitive salary in an international working environment and benefits package.
- Opportunities for growth and development, such as mentoring, training programs, and career advancement tracks.
- We foster a collaborative and inclusive work environment by promoting diversity, equity, and inclusion in the workplace.
- Access to cutting-edge, life-changing technology and innovative tools to help perform your job and enable your colleagues more efficiently and effectively.

Join us to make a change on our society!