

Global Product Manager

The position:

As Global Product Manager your role will be to participate in launching, commercializing and managing part of Exiqon's Life Science product portfolio. You will be responsible for driving and implementing product positioning activities through an active and positive product lifecycle management to ensure that the product sales goals of the global organization are met. In these activities, you will work closely with the sales and MARCOM teams. You will be part of a multi-disciplinary and international Sales and Marketing department playing a key role in supporting and training the global sales team as well as working with R&D. The position is located in Denmark.

The position requires a background within Life Sciences with commercial experience from the Life Science/Pharma/Biotech sector. You must be commercially focused, possess good analytical, communication and interpersonal skills with the ability to manage many priorities at one time. You will be thoroughly trained and supported by the Sales & Marketing team in Denmark. Due to the global nature of the job, 20-30 travel days per year should be expected.

Place of Work:

Vedbæk, Denmark

Main responsibilities:

- Perform and assist commercial launches of Exiqon's Life Science products
- Manage products successfully through the entire product lifecycle incl. development of product positioning and sales strategies
- Identify and pursue opportunities for growth in market share gain through product development and marketing activities
- Translate scientific material and market findings into clear sales and marketing communication
- Work with the product development group to ensure the successful and timely delivery of a project; typically a project leading to a new product or change in an existing product
- Perform market analysis and research incl. close monitoring of competitor activities
- Provide feedback on product performance in the field, suggested solutions and customer support regarding product performance issues
- Training and support of global Sales team and Technical Support team
- Assist the MARCOM group in developing and executing product marketing communication in various forms through various channels
- Communicate the voice of the customer throughout the organization

Qualifications and experience:

- MSc or Ph.D in Life Science
- Previous experience with international sales, product management or marketing from the Life Science/Pharma/Biotech sector is a requirement
- Proven track record of communicating the commercial side of technical products is an asset
- Lab experience with proven knowledge of molecular biology, preferable within RNA research
- Fluent in spoken and written English

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Personal qualities:

- Strong team player with excellent interpersonal skills
- Highly organized with excellent adherence to task and project deadlines
- Excellent communication and presentation skills
- Ability to manage, prioritize and work efficiently on multiple tasks at one time in a dynamic environment
- Proactive and highly self-driven with strong sense of responsibility

We offer:

- A motivating and professional work environment within an interesting and ambitious Life Science company
- An independent, responsible and very important position in which you will be part of a proactive Sales & Marketing department of competent colleagues
- Great development opportunities and individual career planning
- Pension scheme and health insurance
- Bonus scheme
- Salary corresponding to your qualifications
- Flexible working hours
- 5 weeks of holiday + 5 extra holidays

About Exiqon:

Exiqon's products are based on the proprietary LNA™ technology. This technology offers unique advantages for detection of miRNA biomarkers for life science researchers, drug developers and cancer treating physicians working towards personalizing medicine. Exiqon operates in two business areas: Exiqon Life Sciences has established a position for itself as one of the market's leading providers of miRNA research products for miRNA analysis in cells. Our research products are used by academia, biotech and pharmaceutical companies around the world to make groundbreaking discoveries about the correlation between gene activity and the development of cancer and other diseases. Exiqon Life Sciences is also collaborating with pharmaceutical companies in their effort to develop new medicines based on miRNA as biological markers. Exiqon Diagnostics collaborates with pharmaceutical and diagnostic companies to develop novel molecular diagnostic tests for early detection of diseases which can help physicians make treatment decisions. Exiqon is listed on the NASDAQ OMX in Copenhagen. For more information about us, please visit www.exiqon.com.

Application:

For more information regarding the position, please contact Director, Product Management, Marie-Louise Lunn on +45 45650931 or by email to mal@exiqon.com. Please send your application as soon as possible in English, including your CV, to mal@exiqon.com or lg@exiqon.com (please write Global Product Manager in the subject line). The position is available immediately and applications will be considered as and when they arrive.