



Job Description PRODUCT MANAGER (m/f)

Job description Product Manager (100%) @ NEMIS

Are you interested in joining a dynamic biotech start-up developing innovative diagnostic solutions to fight foodborne illnesses? Do you like to be at the heart of the business and have full ownership over the product portfolio development?

We are looking for a hands-on, versatile, experienced **Product Manager** to build and manage our product portfolio to join our team immediately.

Your Responsibilities

Directly reporting to the CEO, your position will be critical to support NEMIS' mission to deliver products which are aligned with the company's vision, meet market needs and are delivered to a consistently high-quality standard.

Equipped with a strong sense of ownership and responsibility to ensure NEMIS' success, you will be responsible for the company's product development projects. This role will be upstream in nature and as a senior team member, you will be responsible for life cycle management of the product portfolio. This critical position sits at the intersection between Marketing and R&D.

You will:

- Develop comprehensive business plans to identify, evaluate and invest in new business opportunities; assessing market opportunity through detailed market modeling, defining unmet needs and value propositions, monitoring competitive landscape, understanding technology
- Manage the products throughout their lifecycles
- Work with internal stakeholders and third parties to assess and establish partnerships,
- Be the recognized expert in the business on the product line, the market, relevant technology and competition
- Plan and execute pilot and field trials
- Perform product demos to customers and develop relationships with key clients
- Represent the company at trade shows
- Monitor, report and improve product performance
- Collaborate with downstream marketing to develop product launch plans
- Promote the product to sales teams through sales training sessions, webinars, newsletters and other mechanisms
- Manage product profitability and commercial success – own the business case
- Represent the voice of the customer in senior level management meetings. Provide senior management and cross-functional partners with updates, reports, content, and presentations regarding marketing initiatives.



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About You

- Professional experience as a Product Manager in the diagnostics industry or food safety industry; you are familiar with food safety testing and diagnostic assays.
- You have a deep understanding of the innovation process for new products and have a successful track record in new products launches. You can demonstrate your ability to translate customer needs into product requirements, technical information into meaningful sales and customer messaging.
- Detail-savvy but outcomes oriented, you have strong problem-solving skills and the willingness to roll up your sleeves to get the job done.
- Demonstrated ability to manage concurrent, complex projects/tasks – project management and execution skills
- A scientific background is a must to understand the implications of the requested development projects at NEMIS. A degree in chemistry, biochemistry or a closely related field degree is a minimum.
- Good knowledge of microbiology.
- Financial modelling and forecasting experience a plus.
- Excellent verbal and written communication (in English and German) and social skills.

About NEMIS

Located near Zürich, NEMIS Technologies is developing diagnostic solutions and kits for microbiological detection in the fields of food safety and clinical diagnostics with the potential to set new market standards. The innovative AquaSpark™ technology is the core of our rapid, specific, easy-to-use and cost-efficient diagnostic kits.

You will be working within a team which is passionate, driven, creative in an innovative company at the cutting edge of technology. You will have a high degree of freedom in organizing your work and you will have opportunities to develop your role as the company grows.

How to apply?

If you are interested, please send your resume and motivation letter to: HR@nemistech.com or by post to Nemis Technologies AG, Überlandstrasse 109, CH-8600 Dübendorf