

aquila biolabs GmbH is a German sensor technology developer of smart sensors and state-of-the-art data analytics software for bioprocessing applications. As a subsidiary of the life sciences tool provider Scientific Industries, Inc., aquila biolabs aims to take the guesswork out of bioprocessing and pioneers digitally simplified bioprocessing by providing actionable insights from lab to production floor.

We currently have a vacancy for a

Product Manager (F/M/D)

in our Marketing team.

During your work as a Product Manager at aquila biolabs, you will be responsible for the planning and execution throughout the lifecycle of our sensor, actuator and software portfolio. This includes but is not limited to:

- Requirements Development
 - Together with the Product Marketers apply voice of the customer plan/methods (VOC) to understand customer needs
 - Perform Market Research to monitor competition and industry trends
 - Based on these insights develop comprehensive product requirements and features
 - Communicate these to R&D team members to assure a complete understanding
- Product Positioning & Strategy
 - Integrate the overall company strategy, competitive analysis, and customer needs into effective product/go-to-market strategies and a viable product roadmap with clear objectives
 - Responsibility for product strategy and roadmap execution
- Customer Feedback Collection
 - Plan and manage pilot customer studies or test market programs of early-stage prototypes and release candidates with sales and external stakeholders
 - Gather feedback from these studies and use it to guide product development and go-to-market strategy
- Pricing Strategy
 - Establish product pricing together with sales to maximize profit and long-term sales
- Product Launch
 - Responsibility for new product launches, incl. the coordination with other departments such as R&D and Sales
- Product Lifecycle Management:
 - Regularly monitor product performance by tracking key performance indicators including revenue, customer feedback, and other indicators identified
 - Determine when actions are needed to upgrade, improve, revise or reposition products, or when actions are needed to revise product promotional programs and product pricing
 - Determine when actions are needed to discontinue existing products

The skills required for this position:

- Excellent organizational, prioritization, and project management skills
- Strong analytical skills and data-driven decision making
- Self-starter, hard-working and driven
- Willingness to travel internationally
- Excellent English skills, German is not a must but other languages are beneficial
- Enjoys cross-functional collaboration with members of the R&D and Sales teams
- Open-minded person who enjoys the exchange with customers and other external stakeholders

You should hold a scientific or engineering Master's or PhD degree, in the fields of Microbiology, Bioengineering, Biotechnology, Biochemistry or related fields. Industry experience in bioprocess development / strain development / cell culture / microbial fermentation for biopharma or in a similar field are a plus. You should have at least 3 years of product management experience, preferably in the life sciences, biotechnology or laboratory equipment space.

If you want to join a young team of highly talented and motivated people as well as to enjoy flexible working times and locations while receiving an attractive salary package, then we look forward to getting to know you personally.

Interested persons may send their full applications to **info@aquila-biolabs.de**, including CV, graduation certificates, performance records and, if available, job or project references. A letter of application is not required.

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