



## **Title: Product Manager**

**Division/Department: Sales & Marketing**

**Type of Position: Full Time**

Summit Medical, an Innovia Medical Company

Eagan, Minnesota

December 2020

Innovia Medical combines the experience and expertise of Summit Medical, Shippert Medical, Network Medical, DTR and Eagle Labs to help our medical professional partners elevate the delivery of care to improve patient outcomes. We develop products not just for our customers, but with our customers. Our collaborative approach cultivates innovative medical solutions for the global health care industry. Through excellence in design, supply chain management, manufacturing and customer service we put quality at the forefront in all aspects of our business.

### **Job Summary**

The Product Manager for InstruSafe Instrument Protection Trays will have a strong business acumen working cross functionally with other departments and closely with all team members for all aspects of the InstruSafe Tray product line from conceptual stages through product life cycles. Key responsibilities include identifying and analyzing product and competitive insights, participating in the development of product and associated business cases, product planning and implementation. This position collaborates with the Engineering, Manufacturing, Marketing and Sales teams. This position will assist in ensuring all established business objectives are met.

### **Essential Duties and Responsibilities**

- Assist in the preparation of product development objectives and provides input into schedules for all phases of product development and work closely with engineering
- Develop product pricing models and margin evaluation to ensure maximum profit and meet margin goals
- Supervise, mentor and motivate team members
- Help to ensure product consistency through design, configurations, descriptions, pricing, profit margins, and technical marketing content
- With the guidance of the Group Product Manager, this position helps evaluate current product strengths and weaknesses, identifies and recommends enhancements, and manages the product life cycle of all tray products
- Manages large opportunities from product development, costing analysis, to completion
- Monitor all inquiries and issues for products and ensure timely resolution for same
- Manage OEM/BD tray client relationships, opportunities, sales, and projects
- Create and manage OEM/BD reporting and sales forecasting
- Gather and document Post Market Surveillance
- Contributes to the execution of the annual marketing plan to ensure achievement of all objectives
- Manages safety stock and inventory levels for tray product offering with the manufacturing teams

- Manages DCO's related to InstruSafe Trays
- Manage retail tray product price list, quote forms and associated documents
- Manages OUS distributor sales channel and our network to ensure sales and marketing goals are met
- Complete other projects and duties as directed by the manager

### **Experience & Education Requirements**

- Bachelor's degree or equivalent education and experience
- 3-5 Years' experience Product Management, Marketing, or Engineering
- 3-5 Years' experience in Healthcare or Medical Device – Preferably Sterile Processing
- Managing teams and management experience
- Excellent \communication (verbal and written) and organizational skills
- Strong leadership skills and the ability to take initiative
- Strong customer service skills
- Advanced working knowledge of Microsoft Office
- Ability to multi-task and handle numerous assignments simultaneously
- Written and verbal presentation skills

### **Preferred Skills & Abilities**

- Strong knowledge of surgical instrumentation preferred
- Working knowledge of medical terminology preferred
- Comfortable using basic tools
- Professional certificates: CRCST, CCSVP

We offer a full complement of benefits including health, dental, vision, life insurance, AFLAC, 401(k) and generous PTO. Come work for a growing company that offers a fun, collaborative environment with work-family balance.

Qualified applicants should send their resume, cover letter and salary requirements to [careers@innoviamedical.com](mailto:careers@innoviamedical.com).

EOE/Disabled/Veterans