

**Department:** Products – Product Management  
**Closing Date:** Resumes will be reviewed as received; interviews scheduled accordingly.  
**Work Location:** Victoria, BC, or Silicon Valley, CA  
 \*We are willing to relocate or consider a remote work arrangement (with regular scheduled travel to HQ) for the right person.

**Role** | Responsible for setting the strategy for multiple product suites, the Group Product Manager will work with a team to drive action throughout the product lifecycle, leading to the overall success of GenoLogics’ innovative solutions in the life sciences marketplace. The Group Product Manager will serve as a market expert and customer advocate. Working closely with Product Development, Sales, Marketing, and Customer Solutions, the incumbent will ensure the market performance targets are met through a strong focus on customer satisfaction.

This high-impact position requires a unique blend of professional experience and personal attributes. Applicants must have proven software product management experience and Life Sciences and/or Biomedical Research domain knowledge.

Applicants must also be incredibly passionate about leveraging technology to solve real-world problems. Both technical and business savvy is required. This position provides strong leadership across the organization, doing whatever it takes to drive product strategy through to execution. A strong communicator with an ability to build a network of effective business relationships, the person we seek is super smart, highly capable, and well suited to the demands of a dynamic early stage environment.

- Responsibilities**
- Product Strategy**
    - Coherently position multiple product suites
    - Identify new market opportunities and develop supporting business plans
    - Conduct market research to understand customer behaviour leading to effective market segmentation
    - Conduct competitive analysis to develop clear value propositions to successfully differentiate GenoLogics’ product offering
    - Develop clear and compelling value propositions for prospects and customers
    - Develop and leverage ecosystem partnerships to expand product success
    - Establish and maintain a product vision and roadmap for internal and external communication
  - Product Deliverables**
    - Gather and prioritize product requirements to enhance product capabilities and resolve outstanding customer issues
    - Collaborate with Marcom to develop product collateral and sales tools, including demos, webinars, case studies, scientific posters, etc.
    - Produce price lists and quotes in response to customer product requests
  - Product Launch**
    - Collaborate with Sales and Marketing to ensure the successful launch of new products and releases
    - Develop an early adopter plan and engage target customers
    - Develop and deliver product training to internal stakeholders
  - Processes and Tools**
    - Develop and champion Product Management best practices across the organization

- Requirements**
- Required**
    - Strong leadership skills, ability to effectively direct and manage cross-functional teams
    - Proven full-cycle project management and product management skills
    - Excellent written and verbal communication skills, ability to confidently and effectively present to external audiences
    - Outstanding interpersonal skills with an ability to build productive working relationships
    - Ability to collect and synthesize multiple inputs from customers and prospects to develop coherent and actionable product features and directions
    - Strong problem-solving and decision-making skills, with a style that promotes collaboration, consensus and innovation
    - Skilled at managing multiple tasks concurrently and prioritizing for product success
    - Strong dedication and commitment to personal excellence
    - Experience successfully taking enterprise software products to market
    - Minimum 5 years product management experience
    - Bachelor’s Degree in Computer Science/Engineering, IT, Systems Biology or related discipline
    - Demonstrated ability to thrive in a flat, collaborative team-based environment where openness and transparency applies to action and information
    - Ability to travel internationally (up to 40%)

**Desirable**

- Graduate Degree in Business, Computer Science/Engineering, IT, Systems Biology or related discipline
- Formal product management training
- Knowledge and understanding of the life sciences, biotech and/or pharma industries

**The GenoLogics Philosophy**

The GenoLogics philosophy is that to build a great company, you must first and foremost be a great employer. This means creating a workplace that is both inspiring and rewarding – one with shared purpose and meaning. GenoLogics produces more than world-class software; we develop solutions to help advance the early detection, prevention and treatment of diseases such as cancer. To achieve this vision, we've created a flat, boundaryless team environment where communication is open and decision-making is transparent. It is the creativity, energy and savvy of our people that enables our success as an organization.

GenoLogics isn't a job – it's an experience. What makes the *GenoLogics Experience* unique is the opportunity to:

- Have a significant impact on the success of a dynamic company solving a meaningful real-world problem
- Learn and grow through challenging work and diverse professional development
- Surround yourself with bright, talented people selected for who they are, not only what they can do
- Enjoy a casual, campus-like atmosphere where fun and flexibility are a way of life

**Application Information**

If you are interested in applying for this position, please email your resume and cover letter (one word or pdf attachment) to [careers@genologics.com](mailto:careers@genologics.com).

GenoLogics offers an attractive total compensation package including stock options. We thank everyone for their interest in this position; only short-listed applicants will be contacted. A hiring decision will be made as soon as we find the perfect candidate. Interviewing will be ongoing until such time.

GenoLogics is well positioned for success within its marketplace. The company is experiencing rapid growth and expects to fill a number of outstanding professional positions over the coming year. GenoLogics is this year's proud recipient of the Human Resources Excellence Award, as awarded by the Vancouver Island Technology Association (VIATeC). For more information about GenoLogics, including corporate and career information, please visit [www.genologics.com](http://www.genologics.com).