

Product Manager
Paragonix SherpaPak™ Cardiac Transport System

POSITION: Product Manager

POSITION DESCRIPTION: Provide global support for product positioning, messaging, objection handling, and technical communication for the Paragonix Sherpa Product Line.

Paragonix seeks candidates who will meet our customer expectations by striving without reserve for the greatest possible reliability and quality in our products, processes and systems by being accountable, having a voice, and taking action..

POSITION RESPONSIBILITIES:

Product Positioning

- Develop strong product knowledge expertise in a complex, highly technical field
- Work with sales team to understand sales needs and challenges
- Work with technical teams to develop accurate and meaningful messaging and positioning.
- Respond rapidly and professionally to needs for objection handling
- Analyze and assess opportunities to leverage strategic advantages

Develop Sales Tools

- Respond to sales requests for specific marketing collateral development
- Create slide decks, visuals, and materials to support compelling arguments for Paragonix organ transport solutions
- Create content to support development of technical documents, brochures, website, and other assets
- Process marketing materials through internal quality system approval processes

Sales Proposal Support

- Support the development of field responses through collaboration with cross functional teams

Media Relations

- Develop press releases and responses to media questions
- Support managed content social media posting, tracking and management

BASIC QUALIFICATIONS:

IN ORDER TO BE CONSIDERED FOR THIS POSITION, THE FOLLOWING BASIC QUALIFICATIONS MUST BE EVIDENT ON YOUR RESUME

- Five plus years of corporate work experience in the medical device industry in product management, product marketing, or product positioning. Familiarity with medical device I marketing regulations is expected.
- BS is required. Degree in engineering, biology, or other technical field are a benefit.
- Strong organizational skills and attention to detail for document production. Focus on professional presentation.

PARAGONIX®

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- Strong time management and project management skills for meeting deadlines under pressure.
- Ability to plan, manage, execute, and communicate status on multiple projects simultaneously.
- Ability to work independently and in teams.
- Strong verbal and written communication skills for internal collaboration, working with vendors, and working with physician and executive customers.
- Focus on customer service, flexibility in schedule to accommodate customer needs.
- Job is located in the MA headquarters. Travel expected between 10-25% (mix of international and domestic)

DESIRED/PREFERRED QUALIFICATIONS:

- Preference will be given to local qualified candidates and candidates with cardiac transplant or cardiothoracic experience
- Demonstrable success in previous employment
- 5+ years medical marketing experience in hospital environment selling to cardiothoracic surgeons

PHYSICAL JOB REQUIREMENTS:

- The physical demands described within the Responsibilities section of this job description are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Work and Travel Requirements

- Continuous verbal and written communication
- Sitting, standing and/or walking for up to eight plus hours per day
- Ability to travel with ease (approx. 10% of time)
- Must have a valid driver's license and active vehicle insurance policy. In addition, your driving record will be reviewed and will be considered as part of your application

About Paragonix Technologies, Inc.

Paragonix Technologies markets organ transportation devices that safeguard organs during the journey between donor and recipient patients. Our devices incorporate clinically proven and medically trusted cold preservation techniques in a novel suspension system to provide unprecedented physical and thermal protection. Paragonix SherpaPak™ CTS is the only commercially available FDA cleared and CE marked transport device for heart transportation. Paragonix is also developing transport devices for the lung and kidneys designed to improve donor organ quality and extending donor organ transport time.

The Paragonix® Mission

Paragonix supports the transplant community by establishing the new standard of care for donor organ preservation. Our mission is to expand today's boundaries in the transport of donor organs.

This employer participates in the federal E-Verify program to confirm the identity and employment authorization of all newly hired employees. For further information about the E-Verify program, please click here: <http://www.uscis.gov/e-verify/employees>

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of employees assigned to this position.

Email CVs to:

Careers@paragonixtechnologies.com