

Join the ProtiFi Team

ProtiFi, a leader in omics and proteomics technologies, seeks a Product Manager to become an integral part of our driven, results-focused team in Fairport, NY. Our mission is to revolutionize precision medicine and personalized health with cutting-edge omics technologies. We foster a fast-paced, collaborative, and innovative work environment where best-in-class solutions are born. Learn more about our mission at <https://protifi.com/pages/mission> and join us in bringing precision omics to life!

Position Overview:

We seek an innovative Product Manager to transform our cutting-edge omics technologies into impactful, commercialized solutions. In this vital role, you'll be a "Product Champion" blending technical expertise and business savvy. Using your knowledge of our innovations, market trends, customer needs and the competitive landscape, you'll steer our new product portfolio into the rapidly expanding ~\$15B proteomics market. Your leadership will be key in fulfilling unmet market needs and achieving our aggressive revenue goals.

Key Duties and Responsibilities:

1) Commercial Market Engagement

- a) Serve as the subject matter expert for Sales and offer technical support
- b) Forge relationships with key customers and bring back their feedback
- c) Train and assist global distribution partners to effectively represent ProtiFi and our portfolio
- d) Collaborate with Marketing on customer communications about new and existing products

2) Product Lifecycle Management

- a) Forecast revenue with management for strategic budgeting
- b) Lead new product launches with market analysis (competitors, revenue potential, new product pricing), customer discovery and business case development (target customer segments and use cases, etc.)
- c) Oversee existing products: product updates, extensions or discontinuations
- d) Create product specifications and sales materials in collaboration with R&D

- e) Partner with R&D to determine data needs (e.g. for marketing) and tackle product development challenges
- f) Ensure product development aligns with market requirements and management expectations (costs, scale, technical specifications, and requirements)

3) **Marketing and Sales Support**

- a) Develop and execute strategic, comprehensive marcom plans in conjunction with Marketing
- b) With Marketing, Produce customer-facing materials that clearly articulate our value proposition
- c) Travel for conferences, trade shows, and customer interactions as needed

Qualifications, Education, and Experience

- Advanced degree in biochemistry or related field, or a BS with extensive experience; an MBA or equivalent business experience is a plus
- At least 3 years in diagnostics, biotech, or a related industry, with a strong preference for prior Product Management experience
- Proven ability in managing complex projects and coordinating across multiple functions

Who you are:

- A business minded scientist
- Detail-oriented, organized, and customer-focused
- Experienced with lab techniques like HPLC/UPLC, proteomics, metabolomics, lipidomics, etc., and mass spectrometry.
- A collaborative team player who thrives in a fast-paced environment.
- Skilled at conveying complex scientific concepts to varied audiences
- Ability to develop product vision based on market and scientific needs.
- Comfortable working across team boundaries.

What you get:

- The opportunity to make real impact at the bleeding edge of precision medicine and personalized health
- A dynamic and collaborative work environment where your contributions are recognized and valued
- Competitive salary and benefits package
- Develop cutting-edge scientific skills and leadership expertise while shaping the future of omics and proteomics



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Want to make a difference?

Ready to shape the future of proteomics and “*bring omics technologies to life!*”? To apply, submit your resume and a compelling cover letter to join our mission to careers@protifi.com.

About ProtiFi:

ProtiFi, LLC, based in Fairport, NY, is a global leader in advanced proteomics and omics technologies. Our diverse product portfolio from sample preparation kits to data analysis tools has revolutionized omics: we deliver the accessibility, speed, and reproducibility necessary to quickly move lab research to real clinical application. Known for our intellectual agility and steadfast focus on results, our dynamic team serves a broad customer base in academia, pharmaceutical companies, contract research organizations, and core and clinical proteomics labs across the US, EU, and Asia/Pacific regions. Beginning from a visionary 2015 Cold Spring Harbor Laboratory spin-out, we work to fulfill the promises of omics technologies by transforming advancements into tangible, widely available solutions. Discover how ProtiFi is bringing precision omics to life! at <https://protifi.com>.