

Global Product Manager

Do you have a scientific background and are passionate about managing the complexities of scientific product lines? Do you have experience communicating the value of scientific technology? Then keep reading, you might be our new Global Product Manager at Immudex.

Immudex is a fast-growing biotech company, providing solutions for cellular immune monitoring within immunotherapy, transplantation, infectious disease, and autoimmunity. Based on our proprietary dCODE® and Dextramer® technologies, we develop and market research reagents and diagnostic assays, enabling researchers, pharmaceutical scientists, and clinicians to measure disease-specific immune responses.

About the job

You will be part of our Global Marketing team, and you will be working in close contact with our R&D and Sales Teams. You will be the 'go-to person' for any questions regarding your products, being the expert on them. Your main tasks will be to:

- Manage your product lines, aligning with key stakeholders across the business to deliver on sales targets and customer satisfaction
- Have in-depth expertise about your products, be able to answer product-related questions from customers and from the Sales Team
- Train the Sales Team and commercial collaborators about the features and customer benefits of your products
- Work together with scientific writers and graphic designers, including agencies if required, to create a range of marketing collateral explaining Immudex' technologies and their applications for different audiences (presentations, case studies, product brochures, etc.)
- Prepare for and execute marketing campaigns and product launches
- Determine customer needs and satisfaction by having an ongoing communication with the Sales Team and performing market analysis if required
- Assess product competition and provide feedback to the product development team about possible improvements to existing products
- Follow the sales performance of your products and come up with possible new activities and ideas to increase the revenue from your products and your product market share
- Manage advertising activities for your products to optimize return on investment
- Work together with the digital marketing expert to maintain a strong web presence for your products using SEO and SEA best practices
- Maintain professional and technical knowledge by reviewing scientific publications and attending conferences
- Assist with the coordination of presentations and workshops at scientific conferences if required
- Give scientific presentations and webinars on your products
- Assist the sales team as required on calls or visits with Key Opinion Leaders
- Support the overall business strategy and ensure that marketing tools are developed, and actions executed are meeting customer needs

Qualifications

You have a strong scientific background and have a good understanding of the immunology field. Ideally, you have experience from a similar position within the biotech, medtech, or pharma industry. You have the following qualifications:

- Preferred Ph.D. in immunology or a similar relevant biological field
- Preferred experience in a similar position as product manager, brand manager, or similar
- Strong communication skills and able to adapt the message to the target audience
- Good interaction with different stakeholders
- Good in written and spoken English
- Experienced user of Microsoft Office

About you

We are looking for a team player with excellent communication skills and curiosity to explore new ways to do things and keep learning about the field of immunology. If you have a flexible mindset, are passionate about communicating, and are self-driven, you might be our next colleague.

What we offer

We offer a dynamic workplace in a growing company. We have an informal work environment characterized by dedicated employees with a desire to make a difference.

Please send your application and CV as soon as possible to job@immudex.com.

If you have any questions about the position, please contact: Head of Marketing – Hazel Pinheiro, hbp@immudex.com.

About Immudex

Immudex ApS is a pioneering life science company and the trusted partner of scientists worldwide spearheading the global adoption of precision cellular immune monitoring. Immudex's mission is to help researchers and clinicians unravel the complexity of the immune system, enabling the development of more effective immune-based therapeutics and diagnostics.

Immudex operates globally, with headquarters in Copenhagen, Denmark, and North American operations based in Fairfax, Virginia. Immudex's Dextramer[®] technology is superior for the detection of antigen-specific immune cells, including rare and low-affinity cells. Immudex offers a broad product portfolio that allows scientists to investigate diverse types of immune cells, including T cells, non-conventional T cells and B cells, with reagents tailored to specific applications. Immudex's products are compatible with multiple platforms from flow cytometry to next generation sequencing and single-cell multi-omics.

In addition to Dextramer[®] reagents for basic research, Immudex also provides Clinical-Grade Dextramer[®] (GMP) products and Dextramer[®] CMV Kits (IVD) manufactured in ISO 13485:2106-certified facilities, according to the requirements of FDA QSR 21 CFR 820. Immudex's products enable scientists to get the full picture of the immune response, supporting ground-breaking advances within immuno-oncology, transplantation, autoimmune and infectious diseases. Find out more at www.immudex.com.