

Requisition : 2018387
Job Title : Senior Strategic Planning Manager- Spectroscopy -Spectroscopy
Description:

Agilent Technologies Material Science Solutions Unit (MSSU) is looking for a creative, market driven leader to become their Senior Strategic Planning Manager. Reporting to the Vice President and General Manager, you will lead the development of an integrated strategy to expand Agilent's position in selected optical spectroscopy market segments and play a key role in shaping MSSU's strategic direction by evaluating and/or developing future business opportunities in this field.

As a premier measurement company, our challenge is to build and/or acquire a portfolio of spectroscopy-based tools for the materials testing; chemical analysis and life sciences markets (may include microscopy tools as well). The strategic objective is to architect a series of actions that builds powerful position(s) in high growth market segments. As a seasoned executive you will utilize your strong professional and quantitative skills, as well as industry specific knowledge, to propose, negotiate, and integrate business development targets into this newly formed business unit. This will require the insightful integration of existing and emerging customer needs, the ability to develop a picture of the competitive landscape and comprehensive knowledge of specific product categories in the spectroscopy space. Here is your opportunity to integrate your deep technology background and business savvy experience to lead the creation of significant new business for Agilent by managing and directing an innovative strategic business and technology development activity.

Your core responsibilities would include:

- Develop an actionable and integrated high growth business development strategy, including clearly defined priorities with acquisitions, alliances, IP targets
- Assess competitive and technology landscape, including emerging and disruptive technologies
- Develop a global market model that supports a creative approach to market segmentation, and leads to a highly differentiated high growth market/application strategy.
- Drive business development plans from concept to implementation, including integration plans
- Establish key relationships amongst industry/technological opinion leaders in order to identify business and technology opportunities

Agilent Technologies is the world's premier measurement company. Agilent provides core electronic and bio-analytical measurement tools to engineers, service providers, researchers and scientists in the electronics, communications, life science research, environmental and petrochemical industries.

Qualifications:

QUALIFICATIONS

- MS or Ph.D. in Biology, Chemistry, Biochemistry, Molecular Biology or related discipline
- MBA preferred
- 5+ years of functional (Senior) management experience
- 10 to 15 years direct experience in a business development, strategic planning, marketing, and/or research & development in the Life Science or Chemical Analysis industry
- A solid understanding of the Life Science or Chemical Analysis industry and market knowledge
- A broad background in markets that utilize Spectroscopy and/or Microscopy tools/techniques
- Proven management, teambuilding, leadership and creativity skills
- Results oriented, with successful track record in achieving targets, implementing change, and managing resources
- Demonstrated ability to develop creative plans, comfortable with taking risks, open minded to

new concepts and ways of doing things

- Excellent communications skills (written, oral, presentation, etc.) to all levels of cross-functional internal/external audiences

Geographic Location: US or Europe

Travel = 50% of the time

Apply URL :

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