

Requisition : 2017766
Job Title : Molecular Diagnostics Product Manager - Cardiology

Description:

As the Molecular Diagnostics Product Manager you will join a growing team within the Life Science Chemical Analysis (LSCA) Molecular Diagnostics (MDx) Marketing Team designing and implementing marketing strategies for solutions to establish and extend Agilent's presence within the competitive cardiology diagnostic arena. You will join an integrated team of professionals who are working at an accelerated pace to commercialize new life science solutions.

Responsibilities include:

- Interacts with key customers to identify needs and limitations of existing experimental solutions. Interfaces internally with Research & Development, Life Sciences Industry Marketing, manufacturing, Account Managers, and Application Scientists to develop new products and to ensure smooth new product's or product line's introduction.
- Manages product offerings through the entire product life cycle. Conducts competitive analysis to determine product positioning, market segmentation, channel mix, pricing, volume, product service/support strategy and identifies customer needs.
- Solution/product planning responsibilities include analyzing/understanding market trends and opportunities, customer business issues and solution requirements within a targeted market segment to develop need assessments and propose business and solutions strategies.
- Develop and lead the execution of applications focused product solution programs for a) existing markets and b) to target new application beachheads in accordance with the MDx strategic planning goals.
- Reduces broad concepts, business strategies into structured product marketing projects
- Leads the design/ delivery of new product marketing programs/ projects
- Solves complex, high impact program/ process design/ development problems
- Leads world-wide marketing management: driving, leading, creating and implementing programs for world-wide sales of assigned products, with a team of factory based and field based marketing and sales professionals, including positioning, pricing, promotion, distribution, new product introductions, technical support, applications and marketing communications.
- Manages the product lifecycle and forecasts revenue and unit sales.
- Delivers technical presentations to internal audiences and to customers

Qualifications:

Requires:

- BS in biology, biology or molecular biology, related discipline or equivalent. MS or PhD preferred.
- 5+ years of relevant industry experience in program and project management for clinical diagnostics or molecular diagnostics products related to cardiology arena
- Track record of success in use of marketing skills and market knowledge to define and commercialize products that result in business success and experience in working with global customers.
- Knowledge of ensuring products meets FDA and other regulatory requirements.
- Must have excellence in teamwork, creativity, commitment to task, planning and organization, and flexibility.
- Ability to work independently to plan, prioritize workload, schedule time, assess and solve problems
- •Strong evidence of customer focus and customer advocacy.
- Excellent written and oral communications skills
- Must be available for flexibility in working hours and available for 25-30% business travel

Geographic Location: Santa Clara, CA

Travel = 25% of the time

Apply URL :

<http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2017766&sid=373>

Requisition : 2019255
Job Title : Portfolio and Pricing Manager
Description:

Join the team that is elevating LSCA's Service business to a new level by becoming a member of the Services and Support Division (SSD) Product Marketing team. In this position you will be responsible for driving the growth and differentiation of our global service business by helping to design and manage our portfolio of service products through the application of your product marketing and pricing analysis skills.

Key Activities:

- Assess current portfolio offerings and take leadership role in defining and driving future portfolio offerings through analysis of volume and profitability.
- Define market segmentation, product positioning and pricing strategy with product managers
- Define relationship between price, cost, discounts to optimize profitability & growth
- Evaluate portfolio mix to maximize profitability
- Work with channel manager & product managers to obtain competitive prices
- Model and perform price sensitivity analysis
- Coordinate pilot pricing programs in select geographies / markets / instruments
- Monitor profitability of services by geography, marketing and customer
- Monitor & maintain prices across geographies and instrument platforms

This position can be located in Santa Clara, CA or Wilmington, DE

Agilent Technologies is a global, diversified technology company, with 20,000 people focused on creating instruments for the communications, electronics and life sciences industries.

Our Santa Clara, CA site is the new home of our Corporate Headquarters, located in the heart of Silicon Valley with proximity to San Jose and San Francisco. As an employee at the Santa Clara site a wide variety of unique options are available to you: flexible work hours, on-site cafeteria and fee-free 24 hour fitness center with a variety of classes as well as other onsite recreational options! You will also be able to participate in a number of different community volunteer projects

Qualifications:

Qualifications:

- BS Degree or equivalent required, MBA or Masters in related field of marketing and pricing modeling preferred
- 5+ years experience in product marketing
- 5+ years or more experience with math/statistical techniques to solve problems in areas such as campaign analysis, customer segmentation, predictive modeling access/preparation methods desired
- Ability to process and present large amounts of data into meaningful information.
- Strong communication and presentation skills
- Excellent organizational skills, the ability to handle multiple tasks simultaneously, and the ability to work both independently and with teams.
- Strong collaboration and partnering skills, the ability to work with a globally diverse group of individuals and influence change
- Ability to interface and influence across multiple organizational levels within Agilent and customer
- Creativity, drive and ability to implement

Travel = 25% of the time

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<http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019255&sid=371>

Requisition : 2019510
Job Title : miRNA Product Manager – Genomics Solutions Unit
Description:

As a Product Manager you will join a growing team within the Genomics Marketing Team, designing and implementing marketing strategies for solutions to establish and extend Agilent's presence within this competitive arena. You will join an integrated team of R&D scientists, Computational Biologists, Software Developers, and Sales and Marketing professionals who are working at an accelerated pace to commercialize new life science solutions.

Responsibilities include:

- Interacts with key customers to identify needs and limitations of existing experimental solutions.

- Defines product strategy and identifies product value propositions, features, positioning and pricing plans to meet stated revenue, profitability and market share objectives

- Leads a cross-functional team, comprised of Research & Development, Life Sciences Industry Marketing, Manufacturing, and World Wide Field Sales and Application Scientists to develop new products and to ensure smooth new product introduction.

- Manages the product lifecycle to achieve project revenue & unit sales goals

- Analyzes customer, market and competitive data to identify customer need and areas of opportunities and to test customer acceptance

- Interfaces with R&D, Manufacturing and Sales to develop new products

- Develops detailed product definitions and requirements for R&D/Product Development

- Responsible for launches of major new products and major product improvements

- Decides on need for product enhancements in ongoing product management

- Works with Market Managers, or Segment Managers to provide inputs to Marketing Program Managers for outbound program development

- Develops pricing strategy, establishes the reference price and proposes discount guidance to the field for a new product

- Works with Market Intelligence Specialists and/or Marketing Data Analysts, to conduct competitive analysis to determine product positioning, market segmentation, channel mix, pricing, volume, product service/support strategy and customer needs

- Understands market trends and opportunities, customer business issues and solution requirements within a targeted market segment to develop need assessments and propose business and solutions strategies

- Identifies and participates in discussions with collaborators and/or third parties

- Develops and delivers product training

- Determines timing for obsolescence and end of support

- Delivers scientific presentations to both internal and external audiences (e.g., meetings, tradeshows, customers, etc.)

Qualifications:

Requires:

- BS in biology, biochemistry or molecular biology, related discipline or equivalent. Advanced degree (MBA, MS or PhD) highly preferred.

- 5+ years of relevant industry experience in program and project management for rapid growth life science genomics products with specific experience with miRNA and small RNAs highly desired.

- Track record of success in use of marketing skills and market knowledge to define and commercialize products that result in business success and experience in working with global customers.

- Technical knowledge of genomics techniques (e.g., array based applications such as Gene Expression, miRNA profiling, siRNA, etc. and other techniques such as PCR, QPCR, RT-PCR,

SAGE)

Must exhibit traits♣ of teamwork, creativity, planning and organization, and flexibility.

♣ Ability to work independently to plan, prioritize workload, schedule time, assess and solve problems

Proficiency in pricing and forecasting♣

♣ Strong analytical skills

Strong evidence of customer focus and customer♣ advocacy.

Excellent written and oral communications skills and comfortable♣ presenting to senior individuals both internally and externally.

Must have♣ flexibility in working hours and available for 25-30% business travel

Geographic Location: Santa Clara, CA

Travel = 25% of the time

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<http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019510&sid=371>

Requisition : 2019661
Job Title : Senior Product Manager - QPCR Reagents
Description:

As the Senior Product Manager - QPCR Reagents you will join a talented Product Team within Stratagene - An Agilent Technologies Company.

Key responsibilities:

- Develops and maintains a prioritized list of customer and market requirements for product.
- Coordinates and develops marketing, sales, engineering, and financial plans for product line.
- Provides financial and technical justification for product selection and definition.
- Prepares product development objectives and schedules for all phases of product development and introduction to market.
- Conducts market research and identifies and tracks market trends in company's industry.
- Produces competitive analysis materials comparing product with its key competitors
- Develops promotional and collateral materials.
- Establishes product positioning, packaging, and pricing strategy to produce the highest possible long-term market share.
- Identifies partnering opportunities for complementary third-party products to broaden company's product line.
- Establishes dealer networks and creates and manages alliances with manufacturers.
- Participates in key sales situations for the product.
- Maintains communications and contacts to collect and analyze technical, financial, schedule, and sales information for product line.

Qualifications:

Requires:

- BS/MS degree in Molecular Biology or related field or equivalent; MBA highly desired.
- 5+ years experience in the marketing of molecular biology products. Sales experience is a plus.
 - Track record of success in use of marketing skills and market knowledge to prepare reagent products for commercialize that result in business success.
 - Must have technical knowledge of molecular biology and reagents.
 - Experience in working with global markets/customers an advantage.
 - Must exhibit traits of teamwork, creativity, planning and organization, and flexibility.
 - Ability to work independently to plan, prioritize workload, schedule time, assess and solve problems
 - Proficiency in pricing and forecasting
 - Strong analytical skills
 - Strong evidence of customer focus and customer advocacy.
 - Excellent written and oral communications skills and comfortable presenting to senior individuals both internally and externally.
 - Must have flexibility in working hours and available for 35% business travel

Geographic Location: San Diego, CA (La Jolla, CA)

Travel = 50% of the time

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019661&sid=373>

Requisition : 2019812
Job Title : Director, Manufacturing Operations
Description:

The Manufacturing Operations Manager is responsible for managing Agilent's GMP Oligonucleotide Active Pharmaceutical Ingredients (API) manufacturing facility in Boulder, Colorado. This position reports to the General Manager and manages other managers responsible for Manufacturing, Engineering, Facilities and Maintenance, and Supply Chain.

Responsibilities:

- Provide strategy and leadership for all aspects of the Oligonucleotide manufacturing operations of Agilent Technology's Nucleic Acids Synthesis Division, including management of manufacturing, engineering, facilities and maintenance, supply chain and warehouse operations and implementation of effective raw material procurement and inventory management processes.
- Manage the planning and transfer of Oligonucleotide manufacturing process from Process Development Department and third party manufacturers to GMP Manufacturing Facility
- Drive operational excellence and continuous improvement programs and ensure the division's manufacturing efforts are conducted in compliance with cGMP regulation. Collaborate with the division's quality organization to timely close out deviations or change of controls and implement corrective actions
- Coordinate with customers and internal departments in support of clinical trial and future market supply manufacturing
- Build the department's organizational capabilities and employee engagement; set objectives, provide timely performance feedback and proactive professional development of employees
- Prepare and meet annual and multi-year financial budgets and forecasts
- Interact with senior management, customers, U.S. FDA and other government agencies to accomplish short and long term business requirements

Qualifications:

- M.S./ PhD in engineering or science with an MBA preferred
- 10+ years of Active Pharmaceutical Ingredients (API) manufacturing and or engineering experience under GMP guidelines, including 8-10 years of direct supervisory experience managing manufacturing and supporting staffs
- Strong knowledge and understanding of biomolecule manufacturing operations, equipment and facility validation, quality control and quality assurance, process development and manufacturing process design
- Demonstrated effective skills and competencies in leadership, people development and teambuilding. Past track record of an ability to recruit and retain a motivated and effective team
- Ability to effectively work with the Quality organization, Process Development, Regulatory, Validation, Project Management, and other departments inside the company
- Experience and skill in interacting with FDA inspectors and other government agencies
- Excellent communication, analytical, investigational, organizational and coaching/mentoring skills
- Ability to drive through continuous improvement processes and initiatives
- Ability to work under tight deadlines in a fast moving environment

Geo Location: Boulder, CO

Travel = 10% of the time

Apply URL : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2019812&sid=373>

Requisition : 2019173
Job Title : Senior GC/MS Product Manager
Description:

GC/MS Product Manager

As a GC/MS Product Manager for the Chemical Analysis Solutions (CASU) business, you will take on a key leadership role within the product line marketing team. In this position, you will work closely with customers and our worldwide R&D, marketing, sales, and business unit management teams to define product strategy, identify product value propositions, and manage the product lifecycle for Agilent's industry leading GC/MS solutions.

This dynamic role is located at our Santa Clara, California site. Principle responsibilities will be:

Work with worldwide customers, industry influencers, and experts across Agilent's businesses to maintain expert knowledge of customer workflow, worldwide market trends, and GC/MS technologies.

Develop detailed product definitions and requirements for R&D product development based on analysis/understanding of customer workflow needs, market trends, and competitive intelligence.

Interface with R&D, manufacturing, marketing, and sales to develop new GC/MS products and assist with new product commercialization.

Assist with resolution of technical problems or performance complaints; solve complex, high impact program/process design/development problems.

Lead the design/delivery of product marketing programs/projects in GC/MS; is the key contributor of customer insight.

This position is located in Santa Clara, CA working remotely is not an option.

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Our Santa Clara site is the new home of our Corporate Headquarters, located in the heart of Silicon Valley with easy access to San Jose and San Francisco. As an employee at the Santa Clara site a wide variety of unique options are available to you: flexible work hours, on-site cafeteria and fee-free 24 hour fitness center with a variety of classes as well as other onsite recreational options! You will also be able to participate in a number of different community volunteer projects.

Qualifications:

The successful candidate for this job will have:

Bachelor or Masters Degree in Chemistry or equivalent plus 8 or more years of practical experience in GC/MS

An established record of expertise in GC/MS products, markets, and customer workflow

Excellent communication skills, both verbal and written, at both the project level and the strategic business level.

Must have demonstrated effectiveness in working in cross functional teams.

Ability to travel world-wide; more than 25% travel required, approximately 15% will be international.

Travel = 25% of the time

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