

Job Description

Title: Product Portfolio Manager

Location: Lausanne, Switzerland

Full-time, Start-Date: Immediate Mandate

About Vestergaard

Vestergaard manufactures innovative, high-quality tools to improve global health outcomes, mainly in low- and middle-income countries. Privately-owned, we operate under a “social enterprise” model that *doing good is good business*. Built upon extensive field and lab research, our products include PermaNet® long-lasting insecticidal nets (LLINs) to prevent malaria and ZeroFly® storage bags for food security. Vestergaard has manufactured and delivered over 800m million PermaNet® protecting an estimated 1.6bn lives in malaria-endemic countries. The company also invented LifeStraw® safe water products, which are now sold through its sister company as a leading brand in the outdoors and home water filtration markets.

Founded in 1957, the company is headquartered in Switzerland, with offices in India and quality control, research and development labs in Africa and Vietnam.

Position

The Product Portfolio Manager reports to the Director of Sales, Public Health, and is responsible for product planning, delivery and marketing throughout the product lifecycle. S/He develops a Portfolio business strategy and Product lifecycle roadmaps for the products based on input from internal stakeholders, customers, market research and their own industry insight.

The Product Portfolio Manager develops a balanced, rounded view across all the different aspects of their products – commercial, technical, operational, etc. Working closely with counterparts from Market Access, Supply Chain/Engineering, and Regulatory, the Product Portfolio Manager delivers products that align with this portfolio strategy and roadmaps, meet market needs and are delivered to a consistently high-quality standard.

The Product Portfolio Manager identifies the key benefits and value of products and supervises the development and implementation of marketing plans and collateral assets (including web updates, product training materials and sales training).

Key Responsibilities

- Define the multi-generation product portfolio strategy and product lifecycle management roadmaps. Manage the product throughout its lifecycle from concept to end-of-life with a view to deliver company strategic commercial objectives.
- Write product requirements and market requirements documents. Collect, manage and maintain traceability of requirements from all stakeholders across product releases.
- Write the business case(s) for investments and obtain internal approval
- Set pricing. Deliver volume, revenue and profit forecasts for new products.
- Collate feedback from sales and customers. Monitor, report and improve product performance.

- Commission market and competitor research as needed.
- Develop core positioning and messaging for the product. Propose a product marketing plan and budget and then deliver against it. Promote the product to sales teams through sales training sessions, webinars, newsletters and other mechanisms.
- Work with Market Access to assess and establish partnerships and oversee the development and delivery of the go-to-market launch process.

Key Competencies

We are looking for an experienced entrepreneurial Product Portfolio Manager who will set-up the product management function and bring best-in-class tools and practices to the Public Health business unit.

This position has both strategic and operational dimensions. Our staff are conceptualizers and “doers,” unafraid to roll up their sleeves to accomplish good work.

Competencies required for the position include:

- Demonstrated organizational ability with the ability to drive work forward.
- Strong commercial/business drive and analytical skills.
- Excellent communication skills including an ability to translate scientific information into compelling messages and marketing assets.
- A strong team player capable of leading through influence, motivating and directing teams around the business to make sure the company delivers products that the market needs; ability to work and communicate effectively with a broad spectrum of individuals across a range of cultural environments.
- Fluency in English required. French language a plus.

Experience & Education

- An advanced degree in product management, marketing, engineering, or other relevant field.
- At least 5 years of professional experience in product management roles that illustrates a passion and understanding of the value of product management as a support to business growth preferably with multiple product categories and multiple product SKU portfolios.
- Knowledge and experience with health products preferred (either public health or medical technologies or similar).
- Experience and track-record in working in and leading multi-cultural, cross-functional teams in multi-national company set up.

Application

Vestergaard believes that diversity, equity and inclusion is critical to our global success. We are an equal opportunity employer whose team works hard to build respect, dignity and equity into everything we do. We seek to recruit, develop and retain the most talented, driven and entrepreneurial-minded people from diverse backgrounds and experiences.

If you possess the above qualifications and the drive to meet the challenges, please send your cover letter to jobs@vestergaard.com enclosing your CV. We will only respond to electronic applications and to shortlisted applicants.