Company

Amalgam Rx, Inc.

Department

Commercial

Company Overview

Amalgam is a digital health technology company that develops mobile solutions to drive behavioral and clinical change in chronic disease. Amalgam's goal is to improve patient self-management and help healthcare providers improve decision making to improve clinical outcomes and decrease cost. Amalgam is developing multiple digital health solutions across the chronic disease spectrum with initial offerings in diabetes and immunology. Digital Health solutions have the potential to support gap between patients and providers during the time that individuals are living their lives outside the healthcare system. Amalgam has a proven executive team and has already begun partnering with life science companies in the pharmaceutical industry to accelerate its R&D and commercialization.

Job Purpose

The purpose of this job is to establish a strong, competent and capable product management team at AmalgamRx, by creating a cultural home of common methods, norms, teamwork, and general support for inbound product professionals. As a result, AmalgamRx's strategic intent of rapidly developing multiple digital health solutions across the chronic disease spectrum, via efficient application of common core platform functionality, will be realized. To a large extent, this role is the glue that via leadership, knowledge, experience, empathy, and mentorship binds best practices, processes, and people into a cohesive, motivated, high performance product management organization.

Position Type

Full time position requires 40+ hours.

Job Responsibilities

Product Management:
- Accountable for the creation, validation, optimization, evolution, and maintenance of the AmalgramRx product roadmap.
- Accountable for the delivery of high-quality inputs for product development; particularly the articulation and prioritization of customer requirements (waterfall context) and / or customer jobs-

to-be-done (Agile context). Organizationally responsible for all inbound product lifecycle activities including identification of customer needs, articulation of AmalgamRx business requirements / Key Performance Indicators (KPI), assessment and articulation of HECON / market potential, and strategic analysis of competitors and possible entrants.

- Organizationally responsible for the support of R&D in the creation, testing, and iteration of product concepts, resolution of requirement trade-offs, and the prioritization and management of the product development backlog.
- Responsible for direct leadership of product managers, product owners, and UX designers; coaching the team to deliver high quality inputs for product development and to collaborate with R&D to ideate winning product concepts. Recruit, train, and mentor as needed to establish, develop, and maintain a strong product management team.

Day to Day Activities

- Overseeing the execution of all inbound product development inputs.
- Recruiting, hiring, training, motivating, and mentoring direct reports to deliver on key deliverables consistent with business objectives.
- Interfacing with executive, commercial, R&D, medical, regulatory, and legal leadership to ensure internal resource allocation is strategically aligned with business objectives.
- Leading the inbound team in product lifecycle activities. Driving decisions about customer requirements, HECON, VOC and other market research, product line extensions, product pricing, and product obsolescence.
- Collaborating with R&D to optimize product-market fit.
- Fostering frequent interaction with outbound marketing counterparts to evaluate product performance, sales, customer complaints, and new market requirements.
- Developing and maintaining strong relationships with external stakeholders including provider, business, HECON, pharma, and technology SMEs.
- Implementing and supporting advisory boards, reference site programs, and concept developmental relationships as appropriate.

Required Qualifications:

- Bachelor's degree in engineering, science, or business.
- 10+ years' progressive product management responsibility, with a history of leading strategic solution development and influencing clinical decision making.
- 15+ years of relevant business experience in product management, R&D, marketing, or sales.
- Product management or other related experience in a healthcare, digital health, or healthcare IT business. Strong familiarity with the healthcare ecosystem, including business models (FFS & VBC), key stakeholders (providers, payors, pharmacies, and labs), and relevant statutory and regulatory drivers.

- Proven experience leading early stage inbound / upstream work, including VOC, market research, opportunity assessment, business case development ("how we win"), competitive analysis, financial modeling, HECON / reimbursement, and business plan creation.
- Proven effectiveness at dealing with change and ambiguity as business needs shift, responding well under pressure and demonstrating flexibility while ensuring regulatory compliance.
- Success working within dynamic early-stage/start-up environments
- Strong leadership, organizational, and team building experience.

Preferred Qualifications:

- Master's degree or MBA.
- Strong clinical knowledge and aptitude; comfortable working with physicians and other HCPs.
- Strong technical aptitude; comfortable working with engineers, IT, and biomed stakeholders.
- Demonstrated cross functional leadership, with evidence of ability to interact effectively with marketing, sales, engineering, regulatory, finance, legal, manufacturing, and operations teams to create business impact.
- Aptitude and experience in presenting business opportunities to C level management; internal and external.
- Knowledge and experience with Agile techniques: epics, user stories, sprint backlog creation, and sprint planning.
- Agile-specific certifications, particularly Product Owner.

Compensation & Benefits

Amalgam offers a competitive compensation package.