

Senior / Associate Director / Director of Product Management, Obesity**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. Digital health solutions have the potential to support the 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 partnerships with leading life sciences companies to accelerate R&D and commercialization.

Job Purpose

The purpose of this job is to provide strong, competent, and creative product management leadership for the obesity product platform at Amalgam Rx. The obesity product platform is an opportunity to build on substantial Amalgam Rx core competency in developing regulated Software as a Medical Device (SaMD) and Prescription Digital Therapeutic (PDTx) products. Amalgam Rx has a legacy of success in achieving patient behavioral change, and creative application of mobile technology and UI / UX functionality. Our products deliver a new level of patient experience, particularly in terms of amount and variety of content available for a patient to access, and degree of patient personalization. This is a unique opportunity for persons seeking to apply traits of creativity, courage, and leadership, supported by a team of successful serial entrepreneurs and pioneers in the field of digital medicine, to achieve an industry high water mark in DTx, a field poised to explode in a post COVID-19 world.

Position Type

Full time position requires 40+ hours.

Job Responsibilities

- Responsible for the creation, validation, optimization, evolution, and maintenance of the obesity 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).

- Accountable for all inbound product lifecycle activities for the obesity product platform, including identification of customer needs, articulation of business requirements / Key Performance Indicators (KPI), assessment and articulation of HECON / market potential, and strategic analysis of competitors and possible entrants.
- Responsible for supporting R&D in the creation, testing, and iteration of obesity product concepts, resolution of requirement trade-offs, and the prioritization and management of the product development backlog.

Day to Day Activities

- Driving the creation of inbound product development inputs.
- Driving decisions about customer requirements, HECON, VOC and other market research, product line extensions, product pricing, and product obsolescence.
- Interacting with outbound marketing counterparts to evaluate product performance, sales, customer complaints, and new market requirements.
- Collaborating with R&D to optimize product-market fit.
- Developing and maintaining strong relationships with external stakeholders including healthcare providers, disease specialists, pharma partners, HECON experts, and technology SMEs.
- Implementing and supporting advisory boards, reference site programs, and concept development relationships as appropriate.

Required Qualifications:

- Bachelor's degree in engineering, science, or business.
- 5+ years' progressive product management responsibility, with experience in new product development and influencing clinical decision making.
- 10+ years of relevant business experience in product management, R&D, marketing, or sales.
- Product management or other related experience in a healthcare provider, digital health, or healthcare IT business. Familiarity with the healthcare ecosystem, including business models (FFS & VBC), key stakeholders (providers, payors, pharmacies, and labs), and relevant statutory and regulatory drivers.
- Experience with managing and optimizing the business outcomes of products currently in market.
- Experience with 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.
- Experience working in a dynamic, early-stage / start-up environment.

Preferred Qualifications:

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

Compensation & Benefits

Amalgam offers competitive compensation, outstanding benefits, plus equity ownership for all employees.