

JOB DESCRIPTION

Title: “Product Manager”, for Kytopen

Overview:

[Kytopen](#) is an MIT spinout streamlining the engineering of a wide array of human and human-derived cells for use in next-generation cell therapies, with the goal of expanding access to powerful new living medicines. We enable transformative therapies with our patent-pending continuous *Flowfect*™ cell engineering platform. The non-viral *Flowfect*™ technology is a fast, scalable, and gentle process that yields billions of high-quality engineered cells in minutes while maintaining cell health and function. We seek passionate, pioneering people to join the team on this mission.

Summary:

Kytopen is scaling quickly toward a Commercial Launch of its first GMP product and the new Product Manager will work in coordination with all internal and external stakeholders required for the realization of delivering high quality products and services that build upon our culture of Quality Excellence.

The Product Manager acts as a multi-functional leader that will set the strategic direction for Flowfect® portfolio of products. As the Product Manager, you will be responsible for ownership of the product portfolio from product roadmap to organization readiness and product/service delivery; and will work collaboratively with the commercial team, operations and R&D to drive the short and long term priorities and goals of the platform.

Essential Duties & Responsibilities:

- The management of a designated product range(s) over its life cycle within a product portfolio of a business area in a manner that maximizes the overall return/profit to the company, within the context of company, business area and marketing plans. Ensures compliance with quality systems, regulatory requirements, and commercial change process.
- Lead the commercial input to the product development process once the product definition is approved. Identify target market(s) for Product Models & Offerings.
- Manages all aspects of the product (s) life cycle starting with the detailed planning phase (in development) until the product is terminated. Define Product Models and Structures. Identify Offerings Items & Structures.
- Strategic and tactical supply management of existing products to market for multiple customers and applications.
- Managing Platform Products fully recognizing the company benefit that can be obtained by facilitating the use of these for applications in other global business areas.
- Maximizing the company profit over the product (s) entire life cycle.
- Management of the cross-functional interface with product development and manufacturing.
- Work collaboratively with internal and external project team members, to maintain project timelines, communicate roles and responsibilities, ensure efficient completion of

deliverables and action items, and identify and mitigate project and program risks, often while navigating ambiguous, matrixed environments.

- Ensure the highest level of customer service and client satisfaction, as measured by repeat business, feedback or surveys.
- Aware of and comply with the Kytopen's Quality Management System, Quality Management Policy, Quality Goals, and applicable laws and regulations as they apply to this job type/position
- Identify and report any quality or compliance concerns and take immediate corrective action as required. Improve product reliability, implement and operationalize the QMS.

Requirements (About you):

What:

- Bachelor's Degree in Marketing, Engineering, Science, Business Administration or other related field
- 5+ years experience in product marketing, product development, or related field
- Product Management/Marketing expertise, including market trends/analysis, NPI process, product roadmap development, product life-cycle management,
- Knowledge and experience with cellular engineering products and platform
- Understanding of cell & gene therapy processes
- Ability to work effectively within a startup environment
- Demonstrated track record of technical proficiency, scientific creativity, and professional collaboration.
- Effective team member who displays tact, finesse, and emotional intelligence in persuading and negotiating to achieve beneficial results.
- Effective at directing the interface between external clients and internal business and technical groups.
- An ability to function as an internal negotiator, facilitator and advocate for customer and portfolio needs and concerns, but with the company's best interest in focus.
- Ability to work effectively and thrive in a fast-paced environment.
- Knowledge and firsthand experience regarding the ability to influence without direct authority is essential to this role.
- Strong analytical and process skills
- Strong project management skills

How:

- Demonstrated leadership ability to exemplify Kytopen's values of: Impact, Passion, Integrity, Resilience, and Inclusivity.
- Ability to lead and motivate a highly skilled and diverse team whether directly or indirectly.
- Ability to work within a diverse workforce and provide a positive and motivational work environment.
- Entrepreneurial and comfortable in a fast-paced environment.
- Not afraid to say 'no' when merited, and constructively provide alternative points of view to consider.

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- Fast thinker who can react quickly and cleverly to new information and changing conditions.
- Outstanding verbal and written command of the English language.
- Proven ability to trouble shoot, brainstorm and resolve conflicts that arise with internal or external stakeholders.