

## Job Description

### Duties and Responsibilities

**Job Title:** Product Manager – System Integration

**FSLA:** Exempt

**Department:** Product Management

**Prepared By:** Denise Bell

**Reports To:** Denise Bell

*To apply for this job, please send your CV/resume, with a cover letter to Simone Kusnecov – [skusnecov@labvantage.com](mailto:skusnecov@labvantage.com)*

#### A. Job Description Objective

We are seeking a detail-oriented Product Manager specialized experience in system integration and SAP to join LabVantage Solutions. As a LabVantage Product Manager, you will be a key driver in shaping the development and direction of LabVantage's LIMS software to achieve seamless integration with SAP and other enterprise systems. You will work closely with cross-functional teams, including development, quality assurance, marketing, and customer support, to define, prioritize, and manage product features and functionality. Your role is essential in ensuring that LabVantage LIMS meets the needs of its users, remains competitive in the laboratory informatics industry, and aligns with the company's strategic goals.

#### B. Primary Job Objectives

- Collaborate with clients, stakeholders, and internal teams to gather, prioritize, and document product requirements, ensuring they align with user needs and industry trends.
- Clearly define and document product features, including use cases, user stories, and functional specifications for development teams.
- Maintain a product roadmap, outlining feature development timelines and release schedules.
- Determine feature priorities based on business objectives, customer feedback, market research, and competitive analysis.
- Identify and define integration opportunities, particularly with SAP, to expand the product's capabilities and meet the complex requirements of our enterprise customers.
- Strengthen organizational connections, knowledge, and partnership with SAP.
- Develop product revenue forecasts, measure, and monitor sales performance against them.
- Support the creation, management of, and participation in, leading customer groups, including advisory boards, experts, domain groups, etc.
- Write and contribute to various collateral, including sales, website, social media, and white papers.
- Validate product user requirements are being met as the software iterations are built.
- Oversee and contribute to industry-specific and solution-specific product components.
- Stay up-to-date on emerging technologies and industry trends to inform product innovation.
- Collaborate with development teams to ensure the timely and accurate delivery.

- Champion an exceptional user experience by considering usability, user interface design, and user feedback in the product development lifecycle.
- Contribute to the creation and delivery of new product training for internal teams prior to public product launches.
- Create and maintain product documentation to support internal teams.
- Contribute to the annual customer training and education conference, in addition to ad hoc customer events as needed.

### C. Job Qualifications Necessary

- Must have at least a Bachelor's degree in a relevant field.
- 4+ years of experience in managing laboratories, or helping laboratories improve their processes, or using Lean methodology to improve processes.
- Previous experience as a product manager, business analyst, or in a related role, preferably in the laboratory informatics or LIMS domain.
- Preferably, in-depth knowledge of LabVantage LIMS or similar laboratory informatics software.
- Proven experience in system integration including complex systems, particularly with a focus on laboratory informatics solutions and enterprise systems.
- In-depth understanding of SAP modules and integration techniques, including experience in aligning LIMS with SAP for optimized data flow and operational efficiency.
- Strong analytical, problem-solving, and decision-making skills.
- Excellent communication, presentation, and interpersonal skills.
- Ability to work collaboratively with cross-functional teams and stakeholders, provide leadership, develop, and manage project plans, prioritize activities.
- A customer-focused approach and a strong advocate for user needs and product excellence.
- PMC III or above certification with Pragmatic Institute (or similar) preferred.
- Team player – focused on collaborative working.
- Interest in working with/across a global team.