



# Your career at Bruker – Develop your potential

Bruker Corporation's companies belong to the world's leading analytical and measuring instrumentation manufacturers in the sector of life sciences. For the last 60 years Bruker has been fulfilling one single purpose: to deliver the best technological solution. Today, more than 8,500 employees worldwide are working on this challenge, in over 90 locations in all continents.

Bruker BioSpin PreClinical Imaging is a leading manufacturer of MRI, PET, SPECT, micro-CT and MPI systems for pre-clinical research. Our products range from desktop systems to ultra-high field MR instruments using latest technologic advances.

We offer a competitive position in an innovation-oriented industrial environment with strong links to academia. You will be integrated into our development team implementing novel MR sequences and reconstruction methods. This requires a close collaboration with our colleagues in software-, hardware-development and applications. Collaborations with our academic partners will bring you in contact with leading experts in the field

## Solution Product Manager Chemical & Bioprocess (m/f/d) in Ettlingen (Germany)

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### RESPONSIBILITIES

- **Lead Product Life Cycle and Product Portfolio Management processes of assigned Market Solution Portfolios**, including accountability of the stage gating process and corrective measures for product health, maturity, functionality, and business performance and for profitability (COGS/GM, re-current business models) of the full (Software and Hardware including instruments) Solution Portfolio as a whole.
- Establish, in cooperation with Market Management, a **uniquely differentiated solution** offering with an attractive and competitive total cost of ownership compared to competitive analytical methods and to competing companies.
- **Increase the market awareness of BBIO's Solution Portfolio expansion** initiatives by

### QUALIFICATIONS

- Advanced degree in Natural Science or Engineering
- **Experienced user of NMR and/or EPR**
- Minimum of 3 - 5 years professional experience in Product Management
- Excellent knowledge of the methods and technologies used in the product life cycle and portfolio management.
- Proven knowledge in Agile and Lean Methodologies and/or Scrum Master Certification
- Profound understanding of project- and product- Profit and Loss calculations, as well as budgeting

content creation activities such as, but not limited to, customer facing presentations and application notes.

- **Develop uniquely differentiated value propositions** for new solutions including smart data handling and interconnectivity to existing data management systems, including re-current revenue business models.
- **Develop and drive an innovative vision for entering new markets**
- **Drive the Product Innovation Management**, including deployment scouting, new market identification and expansion in cooperation with Market Management, IP strategy and collaboration management.
- **Develop and maintain a deep understanding of competitive landscapes** also including competing technologies.
- **Interface** with Market Management, divisional Application Development, Technical and Platform Product Management, Central Research and Development (R&D), Sales and Operations.
- **Take accountability for certain financial metrics** of the Divisional quarterly/annual Business Performance.
- **Achieve acknowledgment and endorsement of new Solutions** by associations in cooperation with Market Management.

- Very good English language skills (min. C1 Level); Additional language skills are beneficial
- Deep understanding and insight of end-to-end value and supply chains in industrial markets
- Proven track record in launching new solutions with business success and Year-over-Year growth and project management.
- Good knowledge in SAP, SFDC (Salesforce.com), Office and Product & Project Management Tools
- Focused, decisive and pro-active working attitude and a team player mentality

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