

## We are recruiting! Product Portfolio Manager

Vestergaard is a dynamic social enterprise dedicated to innovation in material science that can help solve some of the world's most pressing challenges. Our insecticide-treated bed nets have become a mainstay of global malaria elimination programmes.

Founded in Denmark in 1957, today the company is headquartered in Switzerland, with manufacturing and quality testing operations in Viet Nam. We have a strong presence in Africa, with employees located across the Sub-Saharan region and facilities including a vector control research laboratory in Ghana established in partnership with the Noguchi Memorial Institute for Medical Research.

We have been a member of the United Nations Global Compact since 2006, and a certified B Corporation since 2021.

### ABOUT THE JOB

As the Product Portfolio Manager, you will be responsible for managing and optimizing the company's PermaNet® product portfolio. The Product Portfolio Manager sits at the intersection of understanding customer needs, regulatory requirements, product development, and business objectives. Based on understanding and representing user needs, monitoring market trends and industry insights, and defining and prioritizing product value proposition and features, s/he is responsible for product management throughout the product lifecycle and is a key contributor to product marketing.

This role is based in Lausanne, and will report directly to the Head of Strategy & Business Development

#### Main responsibilities:

- Conduct market research and analysis and gather insights from across the company to identify trends, competitive landscape, and customer needs relevant to the PermaNet portfolio. Use insights to inform portfolio decisions and identify growth opportunities.
- Develop core positioning and messaging for the features, advantages, and benefits of the product and brand.
- Define product differentiation, USP, and competitive advantage.
- Promote the product to Sales through training sessions and other mechanisms
- Understand market segments and represent customer, stakeholder, and user needs.
- Set criteria, monitor, steer and report out on the product performance in the lab and in the field through appropriate governance channels
- Establish and maintain governance processes for portfolio management, including regular portfolio reviews, decision-making frameworks, and resource allocation.
- Contribute to market and sales long-term forecast (volume, revenue, profit), demand planning, and market scenarios
- Define product roadmaps that outline direction and priorities to guide the multi-generation product portfolio strategy.
- Contribute to the development and delivery of the go-to-market launch process to ensure product, company, and market readiness. Ensure strong launch execution for products in the strategic portfolio
- Develop business cases for investments and obtain internal approval, as required

- Communicate portfolio strategies, performance updates, and recommendations to senior management and key stakeholders. Present findings and proposals in a clear and compelling manner.

## QUALIFICATION & EXPERIENCE

- Bachelor's degree in Business, or a related field (Master's degree is a plus).
- Degree in product management, engineering, marketing or other relevant fields.
- Minimum of 7 years of professional experience in a product management roles.
- Knowledge and experience with health products is preferred (e.g. public health commodities, medical technologies or similar) and ability to understand purchasing process and challenges for product adoption.
- Strong written and verbal communication skills including experience in leading and working with multicultural, cross-functional teams across all organizational levels.
- Proven analytical skills with demonstrated experience in gathering and analyzing complex data and defining a plan of action to support strategic decision making by the management team.

## HOW TO APPLY

Vestergaard embraces diversity and inclusion in our workforce and is an equal-opportunity employer. We are committed to the safeguarding of our staff and creating an inclusive workplace. We welcome applications from all profiles, regardless of age, race, color, national origin, gender, sexual orientation, disabilities or background.

For more information about us, please visit: [www.Vestergaard.com](http://www.Vestergaard.com) or our YouTube channel : [www.youtube.com/user/VestergaardFrandsen](http://www.youtube.com/user/VestergaardFrandsen)