



Global Product Manager - W/M

Are you experienced in product management at international scale, ideally in the life science environment? Do you want to contribute to improving the daily lives of thousands of patients ? Keep reading, you've come to the right place!

We are looking for a **Global Product Manager** to drive product value, define and implement the business models of Diabeloop's products in order to ensure our growth. The position is based in **Paris or Grenoble** (partial remote work accepted).

ABOUT DIABELOOP

Created in 2015, Diabeloop brings together the personality, the passion and the skills of more than 130 talented individuals (Jan. 2022), in France (Grenoble and Paris) and internationally (Germany and USA). All of them feel empowered by the same mission:

- make our innovations accessible to people living with Type 1 diabetes ;
- unload their heavy mental burden

Since 2021, we have effectively commercially launched DBLG1 System, an Automated Insulin Delivery system to automate and personalize the treatment of Type 1 diabetes.

We have more products in the pipeline with an ambitious growth plan to extend our international footprint.

ABOUT THE JOB & RESPONSIBILITIES

Location : Grenoble (central offices located 10 min away from central train station) or Paris

Type of contract : permanent - full time

Start date : as soon as possible

Compensation : depending on profile

Reporting to the Global Head of Marketing, you will be in charge of driving business growth based on users & business value analysis, defining and implementing the marketing strategy including business & commercial models associated with your product portfolio.

To fulfill your mission, you will interface with various departments including R&D/Product Development, Quality/Regulatory, Clinical affairs, Sales and Marketing, Communication, Education, Operations, and external partners (distributors, device manufacturers,...), healthcare professionals and patients.

Your duties will include the following :

Understanding the market, customer needs and identifying business opportunities:

- Conduct market research to assess market opportunities, benchmark competitor & partner offerings
- Network with KOLs and field teams
- Identify customer pain/leverage points to target through both users insights, feedback & metrics with the product owner

Defining strategy & priorities to maximize product value for users and for the business:

- Work with the Product Owner to ensure user needs are taken into account throughout the product development process
- Define business models for the products (monetization, price and reimbursement strategy) in collaboration with countries Market Access /Marketing



- Work with partnerships team to define and implement commercial/distribution agreements to ensure product distribution in the different markets
- Define priority markets & customer segments with Sales team

Empowering the Sales team to leverage product value and deliver business growth:

- Identify the product features to spotlight and empower the sales team with clear value propositions, product positioning & key selling messages
- Work with medical & KOL engagement team to maximize scientific and clinical marketing communication as well as congress presence
- Work with Communications team to:
 - Deliver sales enablement to leverage product value: marketing materials for commercial teams & external customers (product materials, patient tools ...)
 - Set-up marketing campaigns for demand generation/customer success
- Provide support to distribution partners and country sales & marketing teams in products, competition, and on key local activities to help them achieve sales goals

ABOUT YOU

You have a background in Marketing or Engineering with at least 3 years of professional experience in marketing, product management or product development roles in the healthcare industry.

Technical skills

- Demonstrated experience in conducting market research/analysis and business modeling
- Experience working with/developing an international product portfolio
- Fluency in English & French, spoken & written
- You like working with IT tools, and are ideally proficient with Google workspace (or a quick learner !)

Essential qualities to perform this job

- You demonstrate excellent interpersonal skills, with a strong ability to work in cross-functional teams and influence others
- You have the ability to bridge the gap between R&D and commercial visions
- Strong communication & presentation skills, in a few words: clarity, simplicity and ability to explain complex things in a simple way to different audiences
- You are comfortable working in a changing environment, maintaining high level of engagement and perseverance

Icing on the cake (not a prerequisite but certainly a plus)

- Experience in consulting and/or Market Access

WHAT WE HAVE TO OFFER

- A company mission that brings meaning and added value to people living with diabetes and their families
- The adventure of a growing scale-up, where much is still in the making
- Great synergy and solidarity among teams



- An opportunity to enjoy autonomy in your work and to contribute proactively to team projects
- Agility and flexibility as the cornerstones of our work environment and culture
- Possibility to work remotely (partial flexible home office policy)

ABOUT THE INTERVIEW PROCESS

- Call with Marjolaine, Talent Acquisition Specialist
- Meeting with Capucine, Head of Marketing - includes a marketing case exercise during the exchange
- Meeting with another member of the team

Phone, video or in person interviews in our offices? Diabeloop can adapt to any situation. In light of the current context, videoconferencing is our preferred option to meet with you.

Does this sound like you? If you want to join a company that gives meaning to your work, [apply now!](#)

For more information about Diabeloop and our products, take a look at our website: www.diabeloop.com