



Job Description – Vice President of Product

The Vice President of Product Will

- Drive innovation and product development for market-leading platform and content capabilities.
- Oversee team of Product Managers who are at the forefront of Life Sciences technology.
- As a core member of the leadership team, report to the CEO and partner with Quality, Marketing, and Engineering groups to create strategic direction for our products and drive excellence in execution.
- This role requires a visionary, strategic and consultative approach to product development, market analysis and client engagement.
- Possess deep experience with SaaS technology, AI, content platforms in regulated industries.

Key Responsibilities:

- **Product Strategy:** Define, communicate, and deliver on the product vision that aligns with our business mission and meets the needs of a highly competitive marketplace.
- **Technical Approach:** Deeply understand product architecture and collaborate on a peer level with engineering team to identify the most scalable path for platform enhancements and optimization.
- **Market Insight:** Understand and anticipate industry trends, customer needs, and competitive landscape to identify market opportunities and adjust product strategies.
- **User Experience:** Act as a driving force in implementing a world-class SaaS user experience that creates measurable increases in customer satisfaction, user adoption and revenue generation.
- **Product Roadmap:** Define, maintain, and communicate a clear product roadmap with a keen sense of prioritization based on customer feedback, market research, and business priorities.
- **Client Engagement:** Establish and maintain strong relationships with key clients to gather insights, feedback, and requirements that inform product improvements and innovation
- **Team Leadership:** Lead a high-performing product management team, fostering a culture of innovation, collaboration, and continuous improvement.
- **Optimize our Data and Analytics:** Drive our data-driven approach to enabling our user base with insights and recommendations and next-best actions

- **Product Development:** Oversee the end-to-end product development lifecycle, working closely with cross-functional teams including engineering, design, and QA to ensure timely and high-quality product releases.
- **Positioning:** Maintain a sharp point of view on our unique value proposition and partner with Marketing to sharpen our “pitch” in a dynamic and evolving market
- **Consulting:** Act as a strategic analyst for our client base, working with a team of Business Intelligence analysts to measure marketing outcomes and make actionable recommendations that drive results for our clients.
- **Financial Performance:** Work with Finance, Sales, Engineering to Drive, measure and predict product revenue and profitability through effective pricing strategies, product packaging, upsell opportunities, and cost management.
- **Compliance:** Ensure that all products adhere to relevant regulatory and compliance standards that meet the needs of different clientele within the Financial Services industry.
- **Communication and Advocacy:** Proactively communicate product strategies, updates, and “the why” of our roadmaps to internal teams, clients, and stakeholders on a frequent and predictable cadence.

Qualifications

- 10 years of SaaS product management experience, with a track record of successful product launches and revenue growth.
- Proven experience managing and leading product management teams.
- Strong client relationship consultative skills – including client steering committees, feedback solicitation, and measuring customer satisfaction.
- Deep understanding of agile methodologies and best practices.
- Strong analytical and strategic thinking skills.
- Exceptional communication and interpersonal skills.
- Results-driven and customer-focused mindset.