



Product Manager - Neuroscience

Saol Therapeutics (pronounced "Sail") is a specialty pharmaceutical company focused on providing therapies to patients with unmet medical needs. The company has a strategic emphasis on spasticity and neurologic therapeutic areas. Our seasoned management team has a broad range of experience in commercialization, acquisition, licensing, formulation and product development. We are a dedicated group of professionals who have committed our life's work to developing and bringing high-value, much-needed drugs to market. We are looking for highly skilled professionals who are patient focused, passionate, ethical, team-oriented, and who want to help build a company that will make a difference in people's lives.

SUMMARY:

The **Product Manager (PM)/Senior Product Manager (SPM) - Neuroscience** is responsible for inline product marketing responsibilities of Saol Therapeutics' Neuroscience portfolio products in the United States. This individual will be expected to provide ongoing input to shape and enhance commercial strategy while delivering brand leadership, tactical plans and supporting tools for commercial sales team execution. This individual will act as a product champion for the pending launch of SIL-1001, providing leadership in the process of developing, creating and executing high priority marketing initiatives while following all legal and regulatory guidelines. SIL-1001 will be prescribed to patients under the care of specialty healthcare providers. It is Saol Therapeutics first product launch of an in-house development program and will provide significant visibility and opportunity for the this position.

This position will be based in Saol's Roswell, GA offices and report to the Sr. Director of Marketing. Remote employment is unavailable for this position, however Saol supports a balanced approach to in-office and work-from-home for local candidates.

ESSENTIAL FUNCTIONS:

- Lead the development of all promotional plans and tools for Lioresal® Intrathecal (baclofen injection) and the launch of SIL-1001, scheduled to take place in the first half of 2022. Following launch of SIL-1001, the PM will have responsibility for managing launch progress, communicating Key Performance Indicators to all internal stakeholders, while adapting and modifying strategic plans over time.
- Develop appropriate, effective and measurable multi-channel marketing programs (e.g., print, digital, social) to reach both the healthcare professional (HCP) and patient segments.
- Liaise with field sales leadership to support execution of all strategic initiatives.
- Support and frequently lead various cross-functional projects within the organization, including, but not limited to sales and production forecasting, sample management, brand planning, etc.
- Work closely and manage external vendors to conceptualize, develop, and execute programs and materials.
- Identify and attend industry events, including society conferences, with responsibility for managing all marketing promotion at each.
- Engage with industry thought leaders
- Establish annual marketing plans and budgets for assigned products and programs
- Support sales training as needed/requested
- Maintain a high degree of competence in the areas of product knowledge, disease state knowledge, and industry knowledge impacted by Saol's products
- Submit accurate and timely required reports
- Successfully complete all required company training
- Responsible for maintaining a high degree of honesty, integrity, diplomacy, and ethical behavior at all times

EDUCATION REQUIREMENTS:

- BS or BA from a four-year college or university, preferably in a business/marketing discipline; MBA a plus.

KNOWLEDGE AND SKILL REQUIREMENTS:

- 4-6 years of experience in the pharmaceutical, medical device, and/or biotech industries, with at least two years in product management.
- Excellent interpersonal and communication skills (written and oral).
- Demonstrated leadership, analytical and problem-solving capabilities.
- Ability to work independently and as part of a cross-functional team, both with a strong sense of urgency.
- Adept at building collaborative relationships with internal and external stakeholders.
- Comfortable multi-tasking, working with multiple projects and managing external vendors simultaneously.
- Ability to effectively communicate with, senior management and executives across all company functions.
- Strong understanding of industry, compliance, and regulatory changes and trends.
- Proficient in Microsoft Office and Salesforce CRM

PREFERRED SKILLS AND EXPERIENCE:

- Product launch experience
- Therapeutic experience in a relevant class (e.g., neurology, pain, movement disorders)
- Previous pharmaceutical/medical device/biotech sales experience

TRAVEL REQUIREMENTS:

- Travel will vary and is estimated to be 20-30%. Overnight, multi-night and/or weekend travel may be periodically required.

SUCCESSFUL CANDIDATES DEMONSTRATE SAOL'S VALUES

- **Trustworthy** - We believe that the foundation of trust is truthfulness, transparency and fairness. These principles will be the basis for all our interactions.
- **Focused on Patients** - We will anchor our decisions with full consideration of their impact on our patients, believing that in doing what is right for them serves a higher purpose.
- **Passionate** - We enjoy working hard, but are not one-dimensional, being curious about the world around us and striving to be continuous learners who surround ourselves with others who inspire and challenge us.
- **Nimble** - We embrace new and promising opportunities while adjusting quickly and efficiently to the inevitability of change.
- **Entrepreneurial** - We create value through our focus on providing solutions, drive to deliver results, and our ability to work together in solving business challenges with integrity.

COMPENSATION

- Saol Therapeutics is prepared to offer a competitive salary, bonus, and equity, as well as career advancement

APPLY OR LEARN MORE

- Apply online at www.saolrx.com/careers, or email resume to: HR@Saolrx.com