



Product Manager (GTM2022-04)

High-throughput optical microscopy is transforming the science of modern biology — from genetics to drug discovery to synthetic biology. It is rapidly improving efficiency and opening up new possibilities across a wide range of applications.

But scientists today are fundamentally constrained by the limited perspective of traditional microscopes. As field-of-view increases, resolution decreases. Yet modern biology requires an ability to capture precise data across larger areas and at multiple points in time to understand dynamic systems and reduce costs by accelerating tedious workflows.

We're on a mission to expand the field-of-view for researchers, startups, and industry while preserving resolution and streamlining automated workflows.

LOCATION: Durham, NC

STATUS: Full Time

APPLY: <https://www.ramonaoptics.com/> in the Careers section

POSITION:

Our product managers work collaboratively across sales and technical development to drive adoption of our technology in research and industry. This role will focus on cellular biology imaging applications.

As a Product Manager, you'll be responsible for identifying new business opportunities in cellular applications, leading product development for this market, and managing ongoing customer relationships. The role requires a unique combination of business development, product as well as project management, and customer success.

You'll work closely with Senior Leadership, Engineers, Account Executives and Applications Scientists to drive progress towards both our revenue goals and product development goals. The ideal candidate will have a background in biology and work experience demonstrating increasing responsibility in product and/or client relationship management roles in tech/biotech. They will be a customer-centric, resilient, and self-sufficient leader who is comfortable working with stakeholders at all levels and passionate about the power of bringing together biology, imaging, and computation.

What gets you excited

- Acting as a key member of the Ramona team focused on expanding our business into cellular applications
- Identifying the most promising verticals at higher optical resolutions to help drive new revenue opportunities
- Quarterbacking the product management process by working collaboratively with customers, Application Scientists and Engineers to prioritize, design, develop, and deliver new products/features for this market
- Educating prospective customers on the value Ramona can bring to their work and processes
- Managing interested and contracted customers through sales, implementation, and ongoing support
- Assuming leadership roles in tangential functions at the company as it scales including product operations (e.g., implementing and overseeing processes and systems for tracking product development such as Gitlab)

What gets us excited:

- BS degree in Biology/Business/Engineering with 5-7 years of work experience in product management
- Experience working with both customers and technical leads to translate product requirements
- Ability to lead high-level relationships with technical stakeholders internally and externally
- Ability to quickly learn about Ramona's technology and evangelize Ramona's value proposition in the market
- Ability to thrive in a high customer touchpoint and a time-sensitive environment
- Having a relentless mindset and an unwillingness to quit
- Excitement to work in a high-growth environment and to build processes and tools as needed
- Belief in, and enthusiasm for, how imaging and image analysis can unlock and benefit life sciences research; a high degree of intellectual curiosity

Visit [ramonaoptics.com](https://www.ramonaoptics.com) to learn more about what we do.

Ramona is proud to be an equal opportunity employer and values diversity at our company. We do not discriminate based on race, color, national origin, ethnicity, religion or religious belief, sex, sexual orientation, gender, or other applicable protected characteristics.