



Connecting Disconnected Data™

POSITION OPENING

Job Title: Sr. Director of Platform

Reports: SVP of Medical Strategy & Platform

SUMMARY:

Sr. Director of Platform will be responsible for defining market opportunities, developing plans, and securing investment/resources to exploit those opportunities to create new revenue streams for the company and bring maximum value to the customer base. The individual will ensure that the right projects are developed in the right manner against prioritized opportunities that are consistent with the company's overall strategic and business goals. This role will lead cross-functional efforts to execute those plans across Products, Marketing, Sales and Services stakeholders, and managing ongoing performance against those plans. This is a highly visible and important role to the company's overall success.

DUTIES & RESPONSIBILITIES:

- Discover and validate problems in the market through research by establishing relationships with customers, evaluators and potential customers to understand their business needs and investment opportunities.
- Collect and evaluate industry and customer insights and the prioritized process for determining action against those opportunities.
- Lead the evaluation and activities associated with development needs to optimize or enhance existing products, address customer requests and correct product performance issues while ensuring these activities are managed on time and within budget.
- Map needs to target markets and analyze the market segments to actively pursue. Ensure that the targeted segments are large enough to support the current and future business of the product.
- Perform an objective analysis of a potential market opportunity to provide a basis for investment. Develop business cases, including financial models, and quantify risk.
- Determine the most effective way to deliver a complete solution to an identified market problem. Determine if the company should buy, build, or partner to close any gaps in product solution delivery.
- Perform competitive analysis, develop product positioning and messaging, and collaborate to deliver pricing models that meet revenue and profitability goals.
- Partner with Business Development to align on the right feature/function solutions to address market and customer needs.
- Partner with Business Development to provide product and industry thought leadership internally and externally.
- Monitor and analyze key performance indicators to determine how well the product is performing in the market, how it impacts the company operations, and ultimately, how it contributes to profit.
- Other duties as assigned.



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EDUCATION, KNOWLEDGE AND SKILLS:

- Undergraduate degree in related discipline required (MBA or Marketing/Business degree preferred)
- Minimum of 7 years of experience as Product Manager for enterprise SaaS software, and 3 years P&L ownership
- Strong business acumen of good understanding of enterprise software markets and buyers
- Experience/Familiarity with Lean Product Management and/or Agile/Scrum Development methodologies
- Revenue experience with at least 2 years P&L experience
- Experience leading cross-functional teams
- Willing to travel at least 25% of the time
- Excellent presentation and influence skills to achieve results working with internal and external customers at executive, management and staff levels
- Ability to manage multiple projects and deliverables simultaneously
- Attention to detail with the ability to multi-task and strong organizational skills
- Ability to make sound decisions based on customer needs and product knowledge
- Able to work under pressure, adapt to changing priorities when required to deliver high-quality solutions
- Problem solving, open-minded attitude, “can-do” mentality
- Hands-on and proactive, energetic, positive and open to change

SECURITY ROLES AND RESPONSIBILITIES:

- This position may have access to and be responsible for the security of PHI/PI on an incidental basis.
- This position may have access to and be responsible for the security of information, including salary, insurance, reviews, and resumes.

Vyne provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age, disability, genetics, or veteran status. In addition to federal law requirements, Vyne follows applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities.

Internal applicants must be in their current position a minimum of six months and have no active warnings in their file. All interested applicants should notify Leslie Lyons in writing or via email at Leslie.lyons@vynecorp.com. Candidates will be required to complete an Internal Job Opportunities Application Form and obtain their supervisor’s approval.