



**Position:** Product Manager

**Kaieo Healthcare:**

Kaieo Healthcare is a US-India market accelerator for medical devices and diagnostics. We advance commercialization for healthcare innovations in the US and Indian markets. Healthcare commercialization is its own beast. Innovating something that people need and solves their problem is hard, and commercializing this innovation is equally difficult if not more. Kaieo Healthcare forms a commercial partnership with companies interested in the Indian and US market for products that truly push the healthcare infrastructure ahead. What makes us unique is what we bring to the table: passion, team, sales infrastructure and a proven track record in the industry spanning over 30 years. Kaieo Healthcare is our flagship brand for health innovations that make a big difference!

**Work Culture:**

Kaieo is a startup in the true sense; we are learning as we are growing and we expect our team to do the same. As a part of Kaieo, you are given ownership of your tasks and you are expected to scale the learning curve. We like people who can tackle challenges; are not scared of learning new skills and who are passionate about problem solving - be it in your domain of expertise or not. If you are a fresher, that's great. If you have experience, that's great as well. But if you don't know something, we expect you to learn and finish the task at hand. We firmly believe that once you are part of Kaieo, you are always a part of Kaieo.

**Position summary:**

We are looking for a full-time product manager who will lead and manage multiple stakeholders on the commercialization and operations front. This hire will work directly with our management team in the healthcare division. Direct responsibilities will involve managing product feature integrations, daily communications to stakeholders, market analysis, CRM management, sales strategy execution, key demos and company presentations.

Kaieo is looking for a self-starter who can manage their time effectively and is excited to explore the length and breadth of commercialization and operations. You will lead, co-lead and directly work with the management team.

**Pay and Opportunity:**

This position will start with 2 month **in-person** paid internship in Pune, India. The stipend will be between Rs. 20,000 – 30,000 per month for the duration of the internship. A full-time offer will immediately be extended at the end of the internship if we find you a good fit for the company. This Job will pay Rs. 4.5 Lakh ±20% per annum based on our determination for your fit for the role and our organization. Candidates will be directly considered for a full-time Job without an internship if an immediate fit is identified.

**Responsibilities:**

- Analyzing new innovative products that fit in the Indian market through appropriate channels and determining initial technical and commercial feasibility of those products.

- Leading clinical and product evaluations of healthcare products for eventual commercialization.
- Visiting doctors in-person or conducting meetings online to demonstrate or present our product as and when needed.
- Create clear and consistent documentation of market research, business opportunities, investment pitches, clinical newsletters, brochures, etc.
- Build and manage sales strategy and execution with the sales team.
- Digital and on-field marketing planning and execution in the US and India.
- Work with the management team to outline and resource accordingly to execute new products.
- Ensure we are closing monthly/ quarterly and yearly targets. Work closely with the founders/core team members on strategic business discussions.
- Lead/manage logistics and operations for products you are responsible for managing.

### **Job requirements:**

- Present full-time in Pune, India.
- Enthusiasm to dive into healthcare management, sales, and operations.
- Professional fluency in English (oral and writing). Verbal Fluency in Marathi is a plus.
- Competency in Microsoft applications including Word, Excel, PowerPoint, Outlook, and project management tools.
- Willingness to travel locally.
- Valid driver's license (two-wheeler/ four-wheeler).
- Having your own Two-wheeler/ Four-wheeler and a Laptop is a plus.

### **Preferred Qualifications:**

- Masters/Bachelors in Business Administration/ Healthcare/ Life Science with enthusiasm in medical devices, Operations, Sales & Marketing.
- This area of work is open to all under- graduates and graduates; however the following subjects may be particularly useful: advertising, media and communications; business and technology; creative design; e-business; journalism; marketing.

### **Benefits:**

- Mentoring and training opportunities with experienced and accomplished business professionals.
- Networking opportunities with US-based medical device startups.
- Understand how startup entrepreneurs validate their problem and propose a solution, and use that information to pivot or proceed.
- 5-day work week for most weeks.
- Certificate and letter of recommendation (based on the merit of work done with the company).

Kaieo Healthcare is an Equal Opportunity/Affirmative Action Employer. We do not unlawfully discriminate on the basis of race, color, religion, age, sex, creed, national origin, ancestry, citizenship status, marital or domestic or civil union status, familial status, affectional or sexual orientation, gender identity or expression, genetics, disability, military eligibility or veteran status, or any other protected status.

## **Applying:**

- The subject of the email should be: Applying for Product Manager\_Your Name.
- If you don't hear back from us within 10 days of applying, please contact [connect@kaieohealthcare.com](mailto:connect@kaieohealthcare.com)
- Successful applicants will have to complete an assignment to proceed to the final interview.
- Please apply by submitting a short video introduction by answering a few questions mentioned below and your resume along with any market analysis or project report done so far to [connect@kaieohealthcare.com](mailto:connect@kaieohealthcare.com). **Your application will not be considered without the submission of the self introductory video and resume.**

## **Video Introduction Task**

Record a video introducing yourself. This task should ideally take only 10 minutes of your time, but it will help us understand you better. After successful completion of this task and review by our team, you will have a final in-person/ virtual interview scheduled with the Co-founder(s). Please make sure you follow the instructions to the best of your understanding. Incomplete tasks will not be considered for review.

### **The video should consist of at least the following things**

- Your name, highest qualification, and current place of residency.
- How would you describe yourself as a person? (Interests, temperament, hobbies, etc.)
- What achievement(s) are you most proud of in your life?
- What are your top 3 strengths? And what are your top 3 weaknesses?
- Why do you think you are a good fit for the role (talk about skills & qualities you can bring to a team)? And what is the one quality that you think sets you apart from other candidates?
- What do you hope to achieve from this job?
- What is your long term professional goal?

### **Kindly complete the task keeping the following instructions in mind:**

- Keep your video short, no more than 1–3 minutes in length.
- Ensure that your face is visible throughout the recording and your voice is audible without any background noise (like music, talking, or phones).
- You can use any app/ software you like for recording the video.
- Kindly upload the video on YouTube and send us the link. (Ensure that the link is accessible for viewing)