

Ahura Scientific

Product Manager – Safety & Security Markets

Full Time Position

Boston Area

Reports to Director of Product Management

Company Background: Venture capital backed since early 2002, Ahura Corporation has developed breakthrough technology in ultra-compact optical systems and is rapidly becoming the preeminent supplier of portable optical instrumentation to government, industry and the medical markets. The development and mass production of ultra-compact optical engines is opening new end user markets for high performance hand-held instruments.

Military and Civilian First Responders - The rapid identification of potentially hazardous materials is becoming increasingly critical to military and civilian first responders. Ahura Corporation's rugged handheld instruments are ideal for the identification of unknown liquids and solids. Our products are built to the rigorous requirements of the military and optimized to the needs of civilian first responders.

Federal Agencies – Rapid accurate chemical identification is critical to federal agencies. From screening airline passengers, to protecting government employees, to defending critical infrastructure, chemical and explosive detection is becoming increasingly important.

Chemical/Pharmaceutical/Industrial – Instantaneous inspection of materials for process control, product verification and incoming inspection is a growing market for handheld instrumentation.

Position Description: We are looking for a motivated hands-on product manager with experience in the Safety & Security industry. The candidate is responsible for managing products in our hand held instrumentation portfolio. Responsibilities include managing the product throughout the product lifecycle, gathering and prioritizing product and customer requirements, defining the product vision, and working closely with engineering, to deliver products with key differentiation.

The role also includes working with sales, marketing and support to ensure revenue and customer satisfaction goals are met. The Product Manager's job also includes ensuring that the product and marketing efforts support the company's overall strategy and goals.

The Product Manager is expected to:

1. Define the product strategy and roadmap
2. Provide market and customer input for prioritizing key requirements
3. Gain strong understanding of existing products, and market landscape
4. Guide product specific sales and marketing activities to best capitalize on available opportunities
5. Monitor and coordinate product development activity
6. Develop the core positioning and messaging for the product
7. Set and manage global pricing to meet revenue and profitability goals
8. Develop sales tools and collateral
9. Provide training and technical support to sales force

Required experience and knowledge

1. Minimum of 5 years experience as a Product Manager or Product Marketing Manager
2. Demonstrated success defining and launching excellent products
3. Experience in the Safety/Security, homeland security or HazMat market a plus
4. Excellent written, communication and presentation skills
5. Bachelor's degree (MBA preferred)
6. Technical background, with experience in vibrational spectroscopy instrumentation a plus
7. Excellent teamwork skills
8. Proven ability to influence cross-functional teams without formal authority

Must be able to travel 20% of the time, including international

Ahura Scientific, Inc. is an equal opportunity employer M/F/D/V. To achieve our strategic vision we must meet or exceed customer requirements. We will realize this goal by establishing and maintaining outstanding Quality and Quality Assurance Systems. Every employee at Ahura Scientific, Inc. is required to work within the Quality System, is dedicated to defect-free work, following established procedures, and delivering products and services that are world-class!

