



NeoCoil, LLC is a leader in MRI coils and imaging accessories designed for better patient comfort and experience. Our focus, through innovation and precision, is to engineer and manufacture the highest quality coils and accessories for the medical industry. We are seeking an experienced **Sr. Product Development Manager** to join our team.

The Senior Product Development Manager is responsible for defining the overall strategy, roadmap and development of new generation MR Ready medical devices to meet the needs of the NeoCoil business and end user. This will be accomplished by soliciting customer feature needs through consistent interaction with customers and distilling user needs into key market requirements for new products, taking into account user workflows and needs, and understanding market needs and direction. The Senior Product Development Manager will translate this into product definition including: clinical and technical capabilities, service features, benefit to meet customer needs and product requirements. Drives MR Ready medical device technology innovation prior to and during new production development (NPD) programs. This position is responsible for providing management and engineering expertise in the development and sustaining activities of new MR Ready medical devices.

This position will drive the voice of the customer throughout the organization as it pertains to MR Ready medical devices.

The Senior Product Development Manager is accountable for the development, planning and growth of technically qualified and skilled engineering teams.

**Position Responsibilities:**

- Collaborates with customers, researchers and clinical leaders to develop a product roadmap, MR Ready medical device offerings, clinical and technical requirements, intended use, indications for use, product differentiators, value propositions, and target markets / sales opportunities.
- Oversees the NPD process for MR Ready medical devices, serves as the “voice of the customer” and “voice of the NeoCoil business” during NPD commercialization.
- Ensures the commercialization of new MR Ready medical devices meets quality, schedule, regulatory (i.e. IEC60601-1, ISO 14971, 21 CFR 820, ISO 13485, etc.) claims, cost targets; and ensures effective transfer into production.
- Supports the development of IP related to MR Ready medical devices including drafting of new disclosures, review of exiting patents and identification of relevant issued patents.
- Contributes directly to designs of MR Ready medical devices throughout the NPD lifecycle including new product development, installed-based, lateralization offerings, product changes and end-of-product/service life.
- Reviews and approves quality system (i.e. NCMRs, CAPAs and document change requests) and design related (i.e. engineering change orders, requirements, specifications, plans, reviews, test

procedures, and test reports) documents in compliance with the company's quality system requirements.

- Collaborates cross-functionally across engineering disciplines (i.e. mechanical, electrical, RF, test and technicians), program management, service, manufacturing, quality, regulatory, clinical applications, customers and suppliers.
- Manages engineering activities, performance and accountability. Mentors and improves capabilities and skills using goal setting and review processes, performance appraisals, developing individual development plans, and coaching/mentoring.
- Provides leadership, technical direction and support to engineering team to promptly identify, define and resolve engineering, design and development issues to meet multiple project needs and objectives.

#### **Position Competencies:**

- Business Acumen/Knowledge - Aligns work with strategic goals. Knows how business works. Demonstrates knowledge of current business practices and future trends. Knows the competition.
- Creativity/Innovation - Generates original thinking and creative solutions. Possesses ability to think "outside the box", Comes up with new ideas and approaches not readily apparent or previously tried that enhance the organization's systems or products, Generates suggestions for improving work.
- Critical Thinking - Disciplined thinking that is clear, rational, open-minded and informed by evidence. Examines assumptions, reflective thinking by applying, analyzing and synthesizing information.
- Facilitation/Presentation Skills - Uses a variety of techniques/tools to conduct group discussions and to assist in group problem solving. Effectively communicates and presents in small or large groups. Prepares well, Analyzes audience, and seeks innovative approaches to presenting ideas and materials.
- Management/Managing Others - Appropriately adapts style and approach to situation/person to achieve desired results. Improves processes and services, Includes staff in planning and decision making. Provides regular performance feedback, Takes responsibility, Works to improve management skills, Supports learning and growth in direct reports.
- Strategic Thinking - Focuses on the big picture to identify trends and create opportunities. Uses organizational processes and procedures to achieve outcomes, Displays orientation to profitability, Understands business implications of decisions.
- Teamwork/ Team Building - Recognizes and builds on strengths of others. Looks for ways to build positive relationships on the work team, Demonstrates trust and respect for others. Balances team and individual responsibilities. Able to build morale and group commitments, Supports everyone's efforts to succeed. Puts success of team above own interests, Give and welcomes feedback.

#### **Essential Skills and Experience:**

- Bachelor of Science degree in Engineering/technical discipline; an advanced degree (Masters, PhD) preferred.
- A minimum of 10 years' in an engineering or product development role.
- A minimum of 5 years' clinical experience, preferably within MR imaging.
- Experience with MRI systems, diagnostics imaging, medical device design controls and MR related physics and equipment.

- Product management skills, creating technical marketing requirements, producing product marketing collateral and experience in development of product roadmaps.
- Must exhibit a high level of initiative, as well as demonstrate the ability to work independently or direct others to develop technical solutions to complex problems that require ingenuity and creativity.
- Possess a systematic approach to problem solving and issue resolution combined with a good understanding of the relevant technologies and their practical applications.
- Strong understanding of quality management systems, medical device regulations and standards, including 21CFR820, MDD 93/421EEC, MHLW, M0169, ISO13485, IEC60601-1.
- Exceptional communication skills; able to provide direction, organize, prioritize, schedule, negotiate and communicate relevant project information.
- Excellent client interface and relationship building experience.
- Experience with market analysis, value propositions, price point determination and revenue projects.
- Product development/ management skills, and experience in development of new MR Ready medical devices and project execution.

**Physical demands:** While performing duties of job, employee is frequently required to type, sit, stand; walk; use hands to finger, handle; reach with hands and arms; talk and hear. Employee must occasionally balance, stoop, and lift and/or move up to 25 pounds. Specific vision abilities required by the job include close vision, distance vision, color vision, peripheral vision, depth perception, and the ability to adjust focus.

If you are interested in joining a growing organization with a vision for the future, please send us your resume. We are a fast-paced work environment, offering competitive compensation, family-friendly benefits and so much more. Please visit [www.neocoil.com](http://www.neocoil.com) for more information. Interested applicants should submit a cover letter and resume, including salary requirements, to [liz.sielaff@neocoil.com](mailto:liz.sielaff@neocoil.com)

*NeoCoil LLC is committed to a policy of equal employment opportunity. The Company conducts all employment practices without regard to race, sex, color, religion, national origin, age, disability, protected veteran's status, sexual orientation or any other basis prohibited by law. NeoCoil participates in E-Verify.*