

Job Description – Fluorescence Product Manager

Would you like to join CoolLED on its journey to empower researchers all over the world to achieve scientific breakthroughs? No matter what role you are in, you will have an important part to play in an industry that performs ground-breaking research. Working at CoolLED you will be a part of a successful global brand and a family-style team.

The purpose of this role is to take responsibility for gathering, evaluating and prioritising product and customer requirements, defining the product vision, and working closely with Engineering, Sales, Marketing and Customer Support to ensure revenue and customer satisfaction goals are met. The Fluorescence Product Manager's job also includes ensuring that the fluorescence product range supports the company's overall strategy.

This position will report to our Sales & Marketing Director.

Why join CoolLED?

CoolLED designs, manufactures and markets cutting-edge LED illumination systems for microscopy, advancing biomedical research and other high-tech industries. There are many reasons to join the team, and here are just a few...

- **Make a difference:** We are proud of our role as a trusted supplier to leading global brands such as Olympus and Nikon, and also as a pioneer of research into illumination technology in collaboration with leading universities.
- **Team spirit:** Everyone in our team contributes to the success of the company. We are seeking like-minded individuals to join us and enjoy a role which stimulates and is rewarding. Working at CoolLED, you will be a part of a family-style team who often get together for social or charity events.
- **Being greener:** Our technology replaces toxic, energy-hungry mercury-based illumination. This emphasis on sustainability runs through the whole of CoolLED, and you can be part of our constant drive to reduce our environmental impact.

"It's fascinating to be at the forefront of technology and see how an idea is transformed into a product that brings real-world benefits to some of the most respected scientists around. You feel part of something, and your colleagues will always go out of their way to help you do your bit." Dr Isabel Goodhand

About this role

As our Fluorescence Product Manager, you will contribute to our success by following activities:

- Strategically manage our portfolio of LED illumination systems for the microscopy market.

TM016 Rev 01

Effective date: 28-Apr-21

- Recommend the nature and scope of present and future product lines by reviewing product specifications and requirements; appraising new product ideas and/or product or packaging changes
- Develop products through insights from market feedback and customer buying behaviour gained through customer visits, liaison with Sales colleagues and attendance at exhibitions
- Define the key features, specifications and requirements of new products based on customer preferences
- Liaise with Engineering and adjust the scope, where possible, if required
- Establish strategies for product pricing and positioning with Global Sales Manager and Marketing Manager
- Work with Marketing Manager to develop product launch strategy
- Develop and present written and filmed collateral for imaging software and product operational features
- Meet with third-parties to create strategic partnerships for beta testing and obtain case studies
- Be a Product Expert and support colleagues in relation to applications, key product features, market position, competitive landscape, product benefits and operation in software platforms, where appropriate
- Keep up-to-date with industry competitors and competition product developments.

How will you make an impact?

As our Fluorescence Product Manager, you will guide the company to develop and offer the best products for our market. You will provide confidence to the Marketing team that they are promoting our capabilities to best effect, confidence to the Engineering team that they are developing product features and performance which will be appreciated by our users, and confidence to the Sales team in their interactions with our reseller base.

We think this position will be right for you if you have/are...

- A deep understanding of fluorescence microscopy market.
- Minimum 5 years previous experience in a field sales /application role with the fluorescence microscopy market
- BSc. in life science discipline
- Excellent oral presentation and written communication skills
- Ability to travel to meet with customer and colleagues
- Good knowledge of Microsoft Office applications: Word, Excel, PowerPoint et al
- Excellent planning and organisational skills
- Strong interpersonal and communication skills
- Ability to manage multiple tasks simultaneously
- Precise, and thorough
- Enthusiastic and highly motivated
- Ability to work under own direction and monitor own workload
- Good problem solving and logical thinking skills

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- Ability to collaborate across departments
- Strong sense of integrity
- Dependable
- Flexible, adaptable, and proactive

This position may be eligible for Hybrid working partly from home. Staff are expected to be willing to travel as their role requires to visit colleagues, customers, and partners worldwide.

What CoolLED offers...

"I am able to adapt my chosen working hours around personal commitments and preferences which is so attractive. Being able to work a full week, interact effectively with my colleagues, and have a degree of freedom is fantastic!" Luther Hindley

- A positive and inclusive working environment
- A 37.5 hour working week
- Flexible working hours to optimise your work/life balance
- 25 days personal vacation + 8 statutory bank holidays
- Eligibility for Hybrid working pattern
- Competitive salary plus a company profitability bonus
- Life Assurance / Death-In-Service benefits
- Contributory pension scheme
- Health Insurance (optional at cost for employee's family)
- Parent company (Judges Scientific PLC) Share Incentive Plan

If you have any questions about this role or would like to apply with your CV/resume and a covering letter, please contact us at jobs@cooled.com

CoolLED's Mission

To contribute to science by developing illumination systems that enable research and provide the technology to improve people's lives.

Our Values

Ambitious



in being the best in our industry in all aspects of the business.

Pioneering



in creating ideas to solve problems.

Fair



respecting the people and environment with/in which we work.

Committed



to adding value in everything we do for the benefit of our customers, staff, shareholders, partners and suppliers.

Supportive



in developing and retaining great people allowing them to play to their strengths.