



MSD

Animal Health Intelligence

AN INNOVATIVE COMPANY IN EMERGING DIGITAL TECHNOLOGY FOR LIVESTOCK.

Through its commitment to the Science of Healthier Animals®, MSD Animal Health offers veterinarians, farmers, pet owners and governments one of the widest ranges of veterinary pharmaceuticals, vaccines and health management solutions and services as well as an extensive suite of digitally connected identification, traceability and monitoring products. MSD Animal Health is dedicated to preserving and improving the health, well-being and performance of animals and the people who care for them.

MSD Animal Health Intelligence (MAHI) is a business unit of Merck Animal Health responsible for the non-BioPharma Technology within the group. IdentiGEN is a company part of MAHI and a leading example of how cutting-edge science has been successfully commercialized across the world.

We are an innovative organization, constantly applying our core expertise in genetic identification and protein supply chains to deliver solutions at the scale required by the food industry. IdentiGEN offers a full range of supporting genetic and genomic capabilities to our agri-food clients. Our relentless focus on DNA-verified data.

Our DNA TraceBack® platform is in widespread use by major retailers, food service providers and processors to proactively manage the supply chain and inspire valuable loyalty among customers and consumers.

Producers, processors, retailers and brand owners are looking for accurate traceability that provides full accountability to protect their brand's reputation, justify premium positioning in the market and meet consumer demand while being cost effective at scale.

The complexities of today's protein supply cause challenges for standard product tracking. DNA TraceBack® cuts through this complexity, providing an unprecedented level of supply chain transparency to inspire consumer confidence using the basic building blocks of all life — DNA.

IdentiGEN is part of the successful, growing MSD Animal Health Intelligence division within MSD group and has operations in Ireland, UK, Switzerland, North America and further offices in Europe.

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Job Title: Global Technical Product Manager DataLabs

Position Location: Dublin, Ireland

Requisition ID: MAHI#002

Position Summary:

Job Description:

Merck Animal Health Intelligence, MAHI, a division of MSD Animal Health, is a world leader in animal monitoring and intelligence. We are looking for a highly talented and motivated Global Technical Product Manager to join the Data Labs Product team. As a Global Technical Product Manager, you will develop new business models, products and services to enhance MAHI's data-based offering. You will work closely with the Global Marketing team and the Regional Business Managers, for the development and implementation of the marketing requirements for a defined portfolio of products to meet identified objectives for sales, product positioning, market growth and profitability.

Position will be based in Dublin, Ireland.

Key Responsibilities:

Product Strategy and Planning

- Actively contribute to the development of Strategic and Operational Marketing plans for your products in collaboration with the Commercial team.
- Actively participating in the development of marketing related projects, bringing innovation and contributing to strategy development.
- Create Product requirements in line with portfolio strategy and Agile guidelines.

Pricing and Profitability

- Create new offerings, business and pricing models, validate them with colleagues and customers
- Build innovative business models and implement those within products and services.
- Oversee business process implementation in product development by other departments

Internal and External Relationships

- Identify, build and develop constructive relationships with team colleagues, across the business including but not limited to sales and commercial colleagues, R&D, other Product teams, regulatory colleagues, customer services and demand management collaborators and commercial intelligence analysts.
- Identify, build and develop constructive relationships with team colleagues, across the business in the local and global marketing teams to ensure alignment of local tactics and strategies with the global vision for the relevant portfolio of products.
- Identify, build and develop constructive relationships with external contacts to facilitate team working, the exchange of information, the development of business opportunities and to promote the MAHI Data Labs business, including but not limited to relevant Key Opinion leaders, industry partners and sources of business intelligence.
- Represent the interests of business at international level if required, internally and externally

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- Increasingly participate in key business meetings, local or international to communicate plans and educate relevant stakeholders, ensuring effective execution of marketing plans
- Gain understanding of the business, the appropriate Regional and country market and competitive environment

Key Competencies:

Qualifications:

Education Minimum Requirements

- Degree level in life science, computer science or relevant qualification

Education Preferred Requirements

- Master of Science (M.Sc.) or Master of Business Administration (MBA), preferably from an internationally acclaimed school

Required Experience & Skills

- 3-5 years' experience in Product Management, in the SaaS, Big Data, or data science fields
- Proven track record of creating products and leading them into the market, with substantial financial success
- Strong experience working in matrix organizations, using Agile methodologies and tools
- Strong communication skills - verbal and written – fluency in English a requirement
- Excellent presentation skills
- Good time management, project management and organisational skills
- Established ability to lead, influence and motivate teams that do not report directly into the post such as cross-functional teams
- Self-managing, motivated, results-oriented

Nice to have Experience & Skills

- Working, now or in the past, for a management consultancy firm, preferably an internationally known firm
- Working, now or in the past, in an international company
- Working, now or in the past, in the agriculture industry
- Ability to obtain, analyse and interpret industry relevant market intelligence and market research data to derive conclusions and recommend creative solutions
- Commercial acumen including good understanding of industry-relevant financial data and the ability to analyse and interpret a range of financial information

Search Firm Representatives Please Read Carefully:

MSD (tradename of Merck & Co., Inc., Kenilworth, N.J., USA) is not accepting unsolicited assistance from search firms for this employment opportunity. Please, no phone calls or emails. All resumes submitted by search firms to any employee at MSD via email, the Internet or in any form and/or method without a valid written search agreement

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in place for this position will be deemed the sole property of MSD. No fee will be paid in the event the candidate is hired by MSD as a result of the referral or through other means.

Job: Global Product Technical Manager

Travel: Global, some travel expected (15%)

To **Apply Now**, please send your resume to AnteligiJobs@MSD.com with the Acquisition ID included in the Subject.

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