



About Portal

Portal aims to transform medicine by enabling patients to self-inject their biological drugs with a revolutionary needle-free device. This innovative drug delivery system is designed to replace auto-injectors and our early studies show it is overwhelmingly patient preferred. Issued from MIT Research and connected to the cloud, the Portal device allows biopharmaceutical companies to differentiate their therapies with a patient-centric drug-delivery solution. Join us on this exciting journey of making patient care and comfort a priority.

At Portal we believe in workplace inclusion - all employees belong, contribute, and thrive in our fast-paced environment. All people need to be represented for all patients to be represented. We encourage you to apply no matter your background - because we understand a diverse culture formulates diverse solutions.

Product Manager

Reports to: VP of Commercial and Marketing

Overview

We're looking for a Product Manager who is passionate about making a difference in the lives of patients and how medicines are delivered today.

As the Product Manager, you will help define the product vision, business case, roadmap, and requirements for our next-generation devices, including connectivity solutions. You will lead the market analysis, work with users and partners, define requirements, and drive the implementation forward. You'll work in a collaborative, cross-functional environment with engineering, software, regulatory, and business development to create solutions that will advance our mission of improving the patient experience.

In this role you will:

- Develop deep understanding of our patients, customers, business, the drug-delivery space and connected devices



- Lead market research initiatives and work with partners to understand the user journey, identify problems and opportunities, and get constant feedback on the product and strategy
- Seek new market opportunities by leveraging the company's distinctive competence. Conduct due diligence on specific drugs and therapeutic areas to understand how the Portal technology fits into a market and articulate the value proposition to key stakeholders within pharma companies
- Build the business case, including pricing strategy and value to partner
- Define product vision, strategy and roadmap for an industry leading user experience
- Maintain and prioritize the requirements, which stem from users, stakeholders, regulatory and legal; write user stories and acceptance criteria
- Work with development on potential feature build/buy/partner opportunities
- Communicate plans, updates, milestones, and trade-offs for cross-organization alignment
- Balance the business needs and technical constraints to drive maximum value for partners

In the role you can:

- Show off your love for understanding end-users
- Geek out on building a great, disruptive product that no one has ever seen before
- Work in a fast paced environment
- Be motivated to make a difference on a problem that everyone has experienced

In the role you will need:

- Experience with software and hardware products in the healthcare space, including exposure to the regulatory landscape surrounding handling of private patient data and software as a medical device. You understand cloud computing, API design, and the software engineering process.
- A desire to discover and fulfill needs for both external and internal customers



- To be goal-oriented and data-driven: Experience defining OKRs and performing using data to make product and strategic decisions and measure outcomes
- To be able to create the long term product vision, break-down the steps to get there and the patience to see it through.
- Flexibility. You will be working in an innovative pre-market environment where products and processes evolve continuously.
- Self starter: Resourceful and able to act autonomously, with no fear of getting your hands dirty or to be the first to tackle a challenge
- Communication: Exceptional written and spoken communication and interpersonal skills with individuals across all levels of the company and the ability to make complex ideas simple to understand
- 5+ years experience in product management; Medtech or pharma background and experience in digital health or IoT are strongly preferred
- Bachelor's degree in business or technology

Working at Portal

Portal Instruments offers employees the opportunity to work in a fast-paced start-up that values innovation, creativity, accountability, teamwork, and openness while providing excellent leadership and development opportunities.

Which all sounds great... right? But what about the other stuff??

Pay

- We believe in transparency so if your resume meets the job requirements, we will discuss salary range with you right from the start, so feel free to ask us!
- Portal offers a competitive salary, a comprehensive benefits package, including stock options, both Roth and traditional 401(k) retirement plans, thoughtful health and dental plans and a chance to make a difference in the lives of thousands of patients.

Healthcare for FTE:

- Portal works very hard to select healthcare plans that keep costs low for employees while still maintaining the level of care you deserve and expect from leading healthcare companies. We even pay the first half of your deductible so that we can keep the premium costs low for you!



- We offer both PPO and HMO healthcare plans, dental, orthodontic, vision and accident insurance plans too!
- Paid family medical leave is covered by Portal both short- and long-term disability as well as AD&D insurance and all are 100% company sponsored
- Did we mention employees are eligible for a variety of flexible spending accounts (FSA)?

Vacation

- 20 days of vacation for everyone, because everyone deserves to take a break and our team is encouraged to take *all* their time off each year to recharge!
- 13 company-wide state and federal holidays and often a company-wide holiday shutdown — sometimes the best reward for hard work and results is no work and all rest!
- If you're sick.. you're sick! And being sick is certainly no picnic (or vacation!), so all employees get sick days to use when they are under the weather. We want you to take care of yourself, plus staying home helps protect everyone! At Portal we want to make sure you know that our strong team has your back to support you through all of life's obstacles.

Flexibility - We put flex in flexibility!

- Life shouldn't just revolve around work - if you want to go exercise at 2 PM or grab lunch with an old friend, be our guest!
- Portal works in a hybrid environment - whether you work from Florida or NYC, you're still a part of the Portal team. We are a results driven team - so we don't have to see a green dot on Slack to trust that you're doing your job!
- Portal offers employee's an assistance program which includes confidential counseling, financial information and resources, work-life solutions, free online will preparation and more!
- We also offer a commuter reimbursement account, dependent care accounts, on-site parking (subject to availability), a bike room and locker room with a shower!



Growth at Work

- We invest in your career. Our company's growing quickly, and we'll give you the opportunity to do the same. You'll have access to several professional development opportunities so that you can keep up with the company's evolving needs and grow your career along the way.
- Portal offers its employees access to the Southern New Hampshire University discount program on part time tuition - a 10% employee discount for both undergraduate and graduate students

More Benefits... seriously!

- Daily lunch
- Casual dress code
- Pop-up wellness benefits
- Happy hour
- Annual company sponsored events
- Volunteer opportunities
- Annual donation match program through *Brightfunds*

To Apply: Please submit a resume and cover letter to: careers@portalinstruments.com. You will be contacted if your background meets Portal's needs.

Portal Instruments is committed to challenging implicit bias and creating an equitable work environment. We are proud to be an equal opportunity employer. All qualified candidates will receive consideration without regard to race, ethnicity or national origin, sexual orientation, gender identity or expression, genetics, military service, age, family status, or disability.