

# Oxehealth

## Product Manager

**Product manager for VC-backed health tech business; report to CEO to help improve healthcare for society's elderly and vulnerable**

### About Oxehealth

We help clinicians, carers and custodians care for society's most vulnerable people. We have secured the world's first medical device certification for software enabling an optical sensor remotely to measure pulse rate and breathing rate totally contact free. We can also monitor human activity, behaviours and safety.

Our platform is used by mental health nurses looking after dementia patients, psychiatrists treating patients in crisis and prison staff caring for ill prisoners.

We are well-funded, and backed by ambitious, long-term investors including IP Groups.

### Our Product

We offer staff a Digital Care Assistant; an optical sensor pays attention to each patient room and proprietary software algorithms alert staff when they might be needed and allow them to take vital sign measurements. This gives staff more time in which to give hands-on care where & when it's needed most – and better data with which to plan future care. We help staff prevent injuries and improve healthcare. As one medical director remarked, “Your technology will change the practice of medicine.”

Our software is currently deployed in mental health, care homes & nursing homes, police, prisons, home care, and acute hospitals. The BBC recently featured our technology in use: watch [here](#).

### Our Growth

2018 was a stellar year. We obtained our world-first medical device certification, our solution was contracted to >20% of English Mental Health trusts as well as police forces, prisons and care homes - and we launched in Sweden.

We grew our deployments by >10x, were ranked as one of the [UK's 100 fastest growing private companies](#) and were cited by the CQC as an example of [outstanding practice](#).

This is just the beginning. We intend to grow 10x again in 2019. To do that, we need to build a world class product management function.

### Product Manager

This isn't an average product manager role. You'll be reporting to the CEO and will be at the heart of setting our commercial priorities. We have leading R&D experts and unique technology so the range of products we can create on our platform is extremely broad. In addition, our technical and service teams are extremely creative so they generate a wide range of product options across our broad market. Helping shape product focus priorities without interfering in the creative process will make this role very stimulating intellectually, and provides a tremendous opportunity for someone to make a critical contribution to setting the commercial priorities for the business.

The product manager will be accountable for delivering market-ready products. The role has two components: developing the product roadmap and providing the business outcomes & clinical evidence required to sell them at scale.

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- As we grow, continuing to delight each customer segment with tailored products delivered through our platform is crucial to our success. The product manager will work with the R&D, user interface, platform engineering, customer success, operations, regulatory and sales & marketing teams to define and deliver the product roadmap.
- Our products must demonstrate clinical benefit and financial ROI. The product manager will therefore also oversee the quantification of the clinical and financial business cases for our product line up. To do so, they will work closely with the VP, R&D, and the Business Development Directors.

Specific responsibilities will include

- Defining the product roadmap and working cross-functionally to deliver it (across the algorithm research group, UX, customer success, platform engineering, regulatory, ops and sales)
- Quantifying products' financial benefit, working with Business Development Directors
- Quantifying products' clinical benefit, working closely with VP, R&D and Dr Oliver Gibson
- Delivering market-ready products and their associated claims to the sales and marketing teams
- Identifying and fostering team's highest value MVPs to test ideas which, if commercially valuable, you then quickly mature into market-ready products
- Working with Business Development Directors on pricing and bundling
- Tracking product needs to be gathered by the customer service and market facing teams

## What we're looking for

Are you deeply committed to delivering our dream of saving lives and improving healthcare for everyone?

We're looking for someone with the following experience

- Product manager with a background also equipping you to deliver on the business outcomes & clinical evidence work OR
- Consultant/researcher with financial/clinical business case experience and a demonstrable desire to become a product manager.

It's not just about your experience. You'll need the following to succeed in this role:

- Curiosity
- Thoughtful, analytical
- Good listener, relationship builder and influencer at all levels of seniority
- Excellent senior stakeholder management skills
- High level of integrity and maturity
- Responsible and able to deliver to deadlines
- Entrepreneurial, highly energetic and resilient
- Passion for healthcare and our dream
- Aptitude for team leadership: you will have at least one direct report from the outset and we expect the team to grow

## Our offer to you

This is the chance to build a product management function from scratch. Touching all levels and specialisms within the business, and reporting to the CEO, successful delivery of this role could lead to a career leading a team of product managers globally, a major sales & marketing role or a general management/country leadership role.

Oxehealth is a home for talented people who want to help improve healthcare for millions. This position is fundamental to the business' success in the coming years and is specifically designed to enable the successful candidate to grow their career with us.

# Oxehealth

Teamwork and playing to our passions and skills are at the heart of our culture. You'll be joining an excited, focused, smart team who are passionate about helping patients and their carers and are always open to new ways of doing things. Read more about our culture [here](#).

Specifically, we'll offer:

- Competitive salary
- Share options
- 25 days of annual leave with the ability to purchase more
- Stakeholder pension and life assurance
- High degree of autonomy and a flexible working environment
- Career development, coaching and training
- Tuesday lunch, great coffee and snacks
- Working in a leading healthcare start-up with an entrepreneurial culture and strong team spirit