



## Breed Product Manager

[Creve Coeur, MO](#) • Business Development

### Description

Benson Hill Biosystems empowers innovators to unlock the global genetic potential of plants benefiting people and our planet. We are building the future of agricultural genomics and looking for talented and passionate individuals who will help us drive our vision. Our core values will inspire you to be bold, innovate through collaboration, work hard and smart, and have fun while doing so!

We are actively seeking a **Product Manager** to drive the development of Benson Hill's enterprise SaaS application, Breed, to ensure business success of this product. This includes coordination of internal teams (Data Science & Platform Engineering, Marketing) and external customer facing activities in coordination with Sales to build and foster an ecosystem of users.

### How you will make an impact:

- Define the strategic direction of Breed based upon customer and market feedback, the market demand and opportunities, and the technological and financial resources available to make the product a reality
- Communicate the strategy to stakeholders and earn buy-in from decision makers
- Ensure the necessary teams understand their roles and have the tools to execute the strategy
- Engage customers and prospects in coordination with sales to drive product adoption and grow and foster an ecosystem of users.

### Requirements

#### *You're good at:*

1. Conducting market research to gain knowledge of the market, user persona and competitors.
2. Developing a comprehensive product strategy to leverage the market opportunity and technical and financial resources to optimize the product's contribution to BHB's strategic value drivers.
3. Communicating the strategy to stakeholders and garner buy-in.
4. Coordinating the teams necessary to execute the strategy.
5. Coordinating between Data Science & Platform Engineering, Marketing, and Sales to manage and implement product releases and versioning plans based on analysis of market feedback.
6. Developing product positioning and messaging that differentiates Breed in the market.
7. Working with Sales and Marketing to articulate the value proposition and develop sales tools that support the selling process of Breed and fosters a broad user-base.

#### *You have:*

- Minimum of 5-7 years' experience in or with software development teams
- Minimum of 7-10 years' experience in Product Management or Product Marketing in the life sciences industry.
- Ph.D. or Masters in Plant Breeding, Genetics, or Genomics is desirable
- Must be able to communicate requirements and negotiate priorities with both Commercial and Software Engineering personnel.
- Must have excellent written, communication, and presentation skills, with excellent time and program management skills.
- Ability to thrive in a fast-paced, ever-changing environment

#### *We have:*

- A flexible PTO program with a focus on work/life balance
  - Competitive medical benefits and retirement savings plan
  - **FREE** Dental and Vision Coverage
  - Education reimbursement
  - **PAID** parental leave
- And more...