



ASSISTANT PRODUCT MANAGER – PERINATAL PRODUCTS & NUTRITIONAL SUPPLEMENTS

Columbia, Maryland

Department: Sales & Marketing
Reports To: Product Manager, Perinatal Products
FLSA Status: Exempt

COMPANY:

Martek Biosciences Corporation (NASDAQ: MATK), a local biotech company, is a leader in the innovation and development of DHA omega-3 products that promote health and wellness through every stage of life. The company's flagship products are *life'sDHA*[™], a sustainable and vegetarian source of the omega-3 fatty acid DHA (docosahexaenoic acid) for use in foods, beverages, infant formula, and supplements; and *life'sARA*[™], an omega-6 fatty acid produced from fungus. ARA (arachidonic acid) is the primary omega-6 fatty acid in the brain and is important for proper infant brain development and physical growth.

JOB SUMMARY:

The successful candidate will support sales and marketing activities to maximize sales of Martek DHA[™] to the nutritional supplement and perinatal markets. The candidate will work collaboratively with a number of other groups within the company to meet both short and long term objectives. The candidate will manage aspects of business unit planning and reporting activities as well as business development efforts. Relies on experience and judgment to plan and accomplish goals.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

1. Will work with the business unit to manage all aspects of the internal reporting activities for the business unit including: business unit revenue projections, business unit production forecast, on-going customer projects, international and domestic activities.
2. Support Martek's existing perinatal and nutritional supplement business unit, including building relationships with key customers. Role will also include identifying sales targets, both domestically and ex-US, and pursuing business development opportunities.
3. Support day to day sales activities in the perinatal market and nutritional supplement business units, including development and preparation of sales materials
4. Develop a comprehensive understanding of existing clinical research supporting DHA throughout life. Gain a thorough understanding of the clinical areas in which Martek and others are conducting research that will impact the nutritional perinatal and supplement business unit and assist in developing sales and marketing plans around the projected outcomes from these studies.
5. Work with cross-functional teams to identify specific ways that the products can be used and improved to provide a competitive advantage in defined segments.
6. Maintain and present at regular intervals an organized summary of the most attractive opportunities.
7. Report forecast data to Operations and Manufacturing to ensure efficient production planning.
8. Work with PR and Marketing personnel to develop communication programs that convey the benefits of DHA in the language of each target segment.

9. Assist in the development of communication programs for each target market and coordinate with the Communications department to execute. Participate in the appropriate trade associations, technical forums and trade shows.
10. Develop a comprehensive understanding of the perinatal and nutritional supplement business unit's.
11. Coordinate effectively with Manufacturing, Quality Assurance, Operations and Finance to ensure that the Company meets its financial goals in the identified market segments.
12. Rely on experience and judgment to plan and accomplish goals.

Supervisory Responsibilities:

1. None.

Qualifications:

1. Minimum of a bachelor's degree.
2. Background in the health sciences with an understanding of the nutritional supplements / consumer product goods / medical foods / pharmaceutical fields.
3. 3 to 5 years sales/marketing/product management experience in nutritional supplements industry including an understanding of mass market retail business.
4. Outside sales experience preferred.
5. Must be a highly motivated, professional individual able to work independently and in teams.
6. Willing to travel ~20 - 30% of the time.
7. Strong oral and written communications skills are necessary.
8. Computer proficiency required – including MS Word, Excel, PowerPoint and Outlook.
9. Basic science/healthcare knowledge required.

Requirements:

Physical Demands:

N (N/A) A (1 - 25%) B (26 - 50%) C (51 - 75%) D (76 - 100%)

Sitting	<u>D</u> %	Standing	<u>A</u> %
Walking	<u>A</u> %	Driving	<u>N</u> %
Bending/Stooping	<u>N</u> %	Climbing	<u>N</u> %
Reach above shoulder	<u>N</u> %	Kneeling	<u>N</u> %
Pushing/Pulling	<u>N</u> %	Crawling/Crouching	<u>N</u> %
Lifting	<u>20</u> lbs		

Computer work	<u> </u> N/A	<u> </u> Minimal	<u> </u> Moderate	<u>X</u> <u> </u> Significant
Temperature extremes	<u> </u> N/A	<u>X</u> <u> </u> Minimal	<u> </u> Moderate	<u> </u> Significant
Noise	<u> </u> N/A	<u>X</u> <u> </u> Minimal	<u> </u> Moderate	<u> </u> Significant

Travel:

Domestic 15 % International 5 %

Please submit your resume and/or application (www.martek.com) to Human Resources at jobs@martek.com or fax to 410-772-5811. Recruiters welcome.

Martek Biosciences Corporation is an Equal Opportunity Employer.
M/F/V/D