

Job Description: Head of Product Strategy and Operations

Location: Remote. Candidate may be located anywhere in the US, ideally in Twin Cities, Minnesota. **Expectations:** Candidate will be required to be generally available during regular working hours and use digital collaboration and communication. Periodic attendance at in-person meetings and occasional travel will be required.

Company: XanthosHealth, Inc.

Job Type: Part-time, 20-30 hours per week on average depending on candidate and experience level

About Us:

At XanthosHealth, we are revolutionizing cancer supportive care and survivorship with our innovative digital social care platform, **ConnectedNest**. Say goodbye to outdated binders and directories – our electronic health record-enabled solution connects individuals affected by cancer to real-time, curated, and responsive community-based organization services. By streamlining the social care referral process, we ensure timely and effective support for those impacted by cancer. Driven by our passion to improve patient outcomes and address health inequities in oncology, we leverage cutting-edge technology and compassionate care.

Position Overview:

XanthosHealth is seeking a dynamic, results-driven Product Strategy and Operations Manager to join our team. Our team recently received an STTR Phase 2 grant from the National Cancer Institute (NCI). This two-year project is in partnership with the University of Minnesota. It will enhance ConnectedNest's technical features and conduct a randomized clinical trial, recruiting patients from multiple oncology clinics to evaluate its impact on patient health outcomes. Our ultimate goal is to provide an innovative, cost-effective, and scalable solution to connect individuals with essential social and community services in the context of cancer care and beyond.

In this position, reporting to the XanthosHealth CEO, you will lead the development and execution of the product and go-to-market strategy for ConnectedNest in collaboration with the STTR project team. You will communicate with internal and external stakeholders to understand user and customer needs, work internally across teams to translate these needs, and align technology design and specifications with broader business objectives and strategy, supporting long-term business growth and product adoption.

The ideal candidate will have extensive experience in healthcare – preferably in product development, launch, and commercialization in digital health or other medical products. Experience in scaling startups, developing business plans, and driving revenue growth are also desirable. Growth-focused candidates with enthusiasm and drive, even with less experience, will be considered.

Key Responsibilities:

- Create and execute a product roadmap that aligns with business objectives and prioritizes features and initiatives.
- Develop, test, and evolve the business model and go-to-market strategy to maximize value creation for all stakeholders, including patients, community-based organizations, oncology providers, and the company.
- Develop and execute product launch activities into target markets.
- Secure new pilot opportunities to expand the reach of the product
- Identify and negotiate strategic partnerships with key players in the healthcare ecosystem, including providers, payers, technology firms, and research institutions.
- Define and monitor key performance indicators (KPIs) to measure the success of ConnectedNest and drive continuous improvement.
- Prepare presentations, reports, and updates for key stakeholders on product and business plans to communicate strategic progress, risks, and opportunities.

Qualifications:

- **Education:** Bachelor's degree of equivalent experience. Master's level (i.e. MBA, MHA) is preferred.
- **Experience:** Minimum of 5-7 years of experience in product management, business development, or a similar role, with at least 3 years in the healthcare, digital health, or medical product sector. Preferred entrepreneurial background.
- **Industry Knowledge:** Strong understanding of healthcare industry stakeholders such as providers, payers, digital health technologies including patient engagement platforms, as well as reimbursement and payment models.
- **Strategic Thinking:** Proven track record of developing and executing business strategies that drive revenue growth, market expansion, and innovation in a fast-paced environment.
- **Communication Skills:** Exceptional written and verbal communication skills, with the ability to present complex ideas to diverse audiences, including executives and external partners.
- **Leadership:** Demonstrated ability to work collaboratively across teams and lead cross-functional initiatives to achieve business goals.
- **Adaptability:** Ability to navigate ambiguity and work effectively in a rapidly changing, innovative environment.
- **Self-Driven:** Highly motivated, passionate about developing products with social impact, strong track record of taking initiatives, identifying opportunities and driving results independently.

What We Offer:

- Competitive salary commensurate with experience
- Opportunity for professional growth and development
- Collaborative, inclusive and innovative work environment
- Flexible working hours, remote work.
- The chance to make a social impact in cancer care

How to Apply:

If you're excited about driving product innovation and making a social impact in healthcare, please submit your resume, cover letter, and any relevant work samples or portfolio. Please include a brief explanation of why you are passionate about transforming healthcare through digital innovation.

Please email your materials to:

Pinar Karaca-Mandic, Co-Founder, CEO of XanthosHealth

pkmandic@xanthoshealth.com

XanthosHealth is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.