



<b>Position:</b>	Technical Product Manager
<b>Employment Category:</b>	Consultant/Part-time based on product stage/deliverables
<b>Place of Work:</b>	United States
<b>Reports to:</b>	Chief Program Officer
<b>Reporting to position:</b>	N/A
<b>Travel Expectations:</b>	N/A
<b>Salary Range:</b>	\$50-85 per hour depending on experience

Seva is a global nonprofit eye care organization that transforms lives by restoring sight and preventing blindness. Since 1978, Seva has provided sight-saving surgeries, eyeglasses, medicine, and other eye care services to more than 50 million people in underserved communities around the world.

Globally, at least 2.2 billion people have a vision impairment, and of these, at least 1 billion people have a vision impairment that could have been prevented or is yet to be addressed. Our programs have been instrumental in making eye care available to those who can't afford it. They are driven by 4 pillars - establishing self-sustaining vision centers, eye care for kids, bringing the best in technology, and training & job creation. Seva believes that restoring sight is one of the most cost-effective ways to relieve suffering and reduce poverty. When a blind person gets her sight back, she can go back to work, earn, and support her family. In more than 20 countries, Seva has helped nearly 5 million people who were blind to regain their sight. Technology is one of the four core solutions we focus on to create a world where no one lives with avoidable blindness.

### **Role Description**

The Technical Product Manager will work with collaborating partners and other like-minded institutions to bring about the development of an ecosystem approach combining new and affordable technologies with service delivery and finance, to address leading causes of blindness and visual disability. Such a person would be the “conductor” to forge a creative, efficient, and cost-effective process for manifesting and bringing to market these new technologies. The Technology Product Manager will benefit from building upon Seva’s pre-existing network of partners, including: Aurolab; Seva’s network of eye care hospitals; relationships with other like-minded NGOs; technology companies and leaders in the ophthalmic technology space.

The Technical Product Manager will manage the multi-team development and operational delivery of technical projects by understanding business requirements, managing changes, removing roadblocks, and communicating broadly with multiple functional groups and stakeholders.

This is an important role in Seva's objectives to make resources affordable to global communities in need. This role oversees product development including; device and pharmaceutical products related to eye care and eye health. Please see section Examples of Current Portfolio.

### **Key Responsibilities:**

#### Determine Business Case

- Understand the needs of eyecare programs
- Conduct risk assessments
- Conduct market research
- Complete feasibility studies
- Apply creative thinking for development of business models to bring state of the art technologies to serve needs of low- and middle-income communities
- Create out of the box solutions and product roadmaps
- Manage the vision and deliverables of the product

#### Bring Identified Product to Market or to Point of handoff

- Collaborate with stakeholders
- Build coalitions with potential content expertise to inform market decisions
- Implement and field test pilot products
- Manage clinical, technical trials and user testing to validate product
- Advocate for and document uptake of products within the eye health sector and tangential sectors
- Engage with strategic partners for fund raising, developing use cases, clinical trials, and clinical champions
- Prepare recommendation for production or handoff and oversee that process

### **Attributes:**

The Technical Product Manager will anticipate bottlenecks, provide escalation management, and build consensus by understanding stakeholder requirements and constraints. You will be expected to clearly communicate goals, roles, responsibilities, and desired outcomes to cross-functional teams. You will help identify, prioritize, and advocate for the largest opportunities, as well as create and manage new efficiency opportunities from ideation to launch.

### **Seva Values:**

- Compassion in Action – We do not observe suffering, we address it.
- Selfless Service – Service is its own reward.
- Respect – We believe in the fundamental dignity and value of every person.
- Equity – We serve the underserved to ensure all people have access to quality care.
- Fun – We never take ourselves too seriously. When you stop laughing, you've stopped living.

## **Key Qualifications:**

- A Bachelor of Science degree in engineering, computer science, or a related field; MBA preferred
- A minimum of 5 years of experience in product management or a related field
- Exceptional analytical and conceptual thinking skills
- Ability to influence stakeholders and work closely with them to determine acceptable solutions
- High level of comfort with technology and its development
- Excellent planning, organizational, problem-solving, time management, and communication skills
- Excellent documentation skills along with in-depth knowledge of product strategy
- Experience creating detailed reports and presentations to senior executives and key stakeholders
- Competency in Microsoft Office Suite

## **Examples of Current Portfolio**

### **Vistaro Camera**

In partnership with Remidio Innovative Solutions, we've developed Vistaro – a revolutionary, wide-field retinal camera that transforms how clinics diagnose conditions affecting the back of the eye. Cost-effective, portable, and durable, the camera is currently being field tested in India, Ukraine, Mozambique, and Thailand and could help reduce AIDS-related blindness by half. The camera has potential for further application for eye health monitoring and diagnostics.

### **Avastin Bio-similar**

Many of the major diseases of the retina can be treated by injecting a medication, Avastin, into the eye. Diabetic retinopathy, Macular Degeneration and Retinopathy of Prematurity, as well as others, are treated at a cost of hundreds of dollars a year – well beyond what most patients can afford. The alternative is blindness. Seva has worked with partners to validate use of an off-label biosimilar that offers this treatment at a fraction of the cost.

### **Call for Ideas**

Seva actively seeks to support emerging and scalable technologies advanced by our partners that will both lower the cost of, and increase community access to, eye care services.

Technology advancements are key to lowering the cost of providing eye care, and removing geographic barriers that keep people from receiving the eye care they need. The “Call for Ideas using Technology” offers an incubation space that allows our partners to identify local solutions with potential for global scalability. We reduce the risk to Seva's partners by providing seed investment and making great ideas available to other partners who can utilize them.