



PRODUCT MANAGER

Caplin Steriles USA Inc. is the latest courageous venture by Caplin Point Laboratories Ltd. and its storied history of taking the road less traveled to fulfill the healthcare needs of the underserved.

We are a wholly owned subsidiary of Caplin Steriles Ltd. India and operate as their sales and marketing arm concentrated on the U.S market. Caplin Steriles is an R&D driven company focused on the development and manufacturing of high quality injectables and ophthalmic products for regulated markets. We believe behind every product is a patient. This is a belief that drives everything we do and empowers us to partner differently, serve uniquely.

The Product Manager will be located at our Schaumburg, IL office and plays a key role in supporting Caplin's successful achievement of both short-term and long-term goals. This role is responsible for supporting pricing strategy and analysis, demand planning, product financial performance monitoring, market and competitor intelligence, customer and contract execution, and management of Caplin's online sales tool.

RESPONSIBILITIES

- Develop and maintain marketing and commercial tools, including the product website, catalog, sell sheets, and digital marketing materials.
- Lead pricing strategy and analysis, optimizing price, revenue, and margin while assessing the impact of pricing changes.
- Track product performance to inform pricing and portfolio decisions.
- Collaborate with Sales, Supply Chain and Finance to develop monthly volume forecasts.
- Track and analyze financial performance across assigned customer accounts, including actual-versus-budget variance reporting.
- Investigate contract volume and price variances and report on product performance drivers and trends to support management decision-making.
- Support annual budgeting and reforecasting by providing product-level revenue projections, volume assumptions, and market intelligence.
- Assess market trends, product developments, and competitor intelligence to identify new customer and product opportunities.
- Support customer and contract execution by tracking compliance and managing customer-specific commitments.
- Manage Caplin's online sales tool, maintaining accurate product listings and pricing. Serve as the primary contact for platform administration and troubleshooting.
- Other activities as assigned.





MINIMUM QUALIFICATIONS / EXPERIENCE

- At least 3 years of direct experience in the generic injectable pharmaceutical industry or comparable experience.
- Bachelor's Degree required (Business or Science degree preferred).
- Demonstrated success working as part of a cross-functional team with ever-changing and growing needs.
- Must be a self-starter willing to meet aggressive goals and be actively involved in a team environment.
- Hybrid work policy and required to be in the Schaumburg office three days per week.
- Proficiency in Microsoft Excel, Outlook, Word, and PowerPoint.
- Excellent oral and written communication skills.
- Entrepreneurial spirit is required.

TRAVEL REQUIREMENTS

- Approximately 10% travel required.

COMPANY BENEFITS

Our goal is to offer competitive benefits that meets the needs of our team members, such as:

- Competitive salary and incentive programs.
- Medical, dental and vision insurance.
- 401k savings plan.
- Generous vacation and company holidays.
- Paid parental leave.

EEOC STATEMENT

Caplin Steriles USA Inc is proud to be an equal opportunity employer. We welcome and encourage applications from all qualified individuals regardless of race, color, religion, gender, sexual orientation, age, national origin, disability, protected veteran status, and any other characteristic protected by law, rule or regulation.

