Personal details

Name
Seth Lowe

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Professional Memberships

AIPMM

PDMA

Scrum Alliance

Seth Lowe

Highly skilled, strategic and results-focused product manager with 10+ years in the pharmaceutical sector. Experienced in product development, market analysis and motivating collaboration between diverse teams to achieve a mutually successful outcome. Confirmed leadership ability combined with advanced communication and negotiation skills. Successfully managed development budgets in excess of $10M per annum. Exceeded revenue goals by 125% and achieved cost savings of 35% amounting to $ 3M annually. I am keen to utilize and grow my experience internationally.

Work experience

Senior Product Manager
May 2015

Eli Lilli & Co, Indianapolis

Aligned teams on product priorities and set pricing, revenue targets and growth strategies. Translated customer feedback and market insights into product requirements, built business cases and partnered with development and marketing on integrations, releases and validation. Analysed competitors, managed product lifecycles and used performance metrics to guide roadmaps, budgets and partnership forecasts.

- Led 2,500 customer interviews on underperforming products; resulting improvements increased customer satisfaction to 98.5%.

Product Manager
Jun 2012 - Apr 2015

Elanco Animal Health, Indianapolis

Helped shape product strategy around customer needs, defined integration requirements with internal teams and prioritised features to deliver customer value. Measured adoption and impact to guide product decisions.

Education and Qualifications

Technology Management (Ph.D.) (Manufacturing and Quality systems)
Aug 2011 - Aug 2015

Indiana State University, Terre Haute, Indiana

Clinical Pharmacist (Pharm. D.)
Sep 2006 - May 2010

Butler University College of Pharmacy and Health Sciences, Indianapolis

Courses

Certified Scrum Master
2017 - 2017

AIPMM

AIPMM Certified Product Manager
2016 - 2016

AIPMM

Skills

- Agile methodology
- Market research
- Product development
- Product lifecycle
- Product management
- Product pricing
- Product vision