

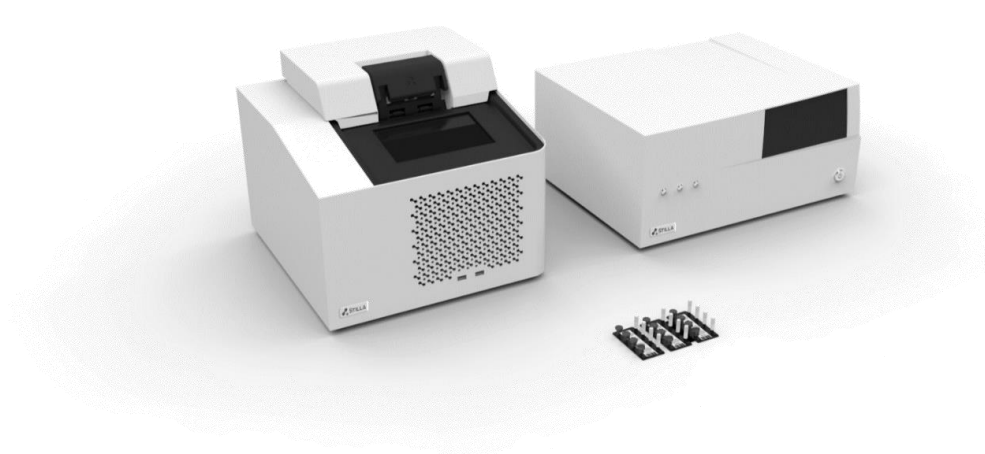
Stilla is hiring a VP of Operations

Who we are

Stilla Technologies is a Paris-based “tools for Life Sciences” company that helps scientists to build the future of medicine.

Since 2016, [Stilla Technologies](https://www.stilla.fr) has been providing research organizations specialized in molecular biology and genetic analysis with its Naica™ System, a ground-breaking digital PCR solution that enables scientists to detect and quantify DNA mutations with unrivalled precision.

With the Naica System, researchers worldwide are developing a new generation of high-precision genetic tests, in various fields of applications such as liquid biopsy tests for cancer diagnostics, non-invasive prenatal testing or GMO detection.



After closing a 16 M€ Series A funding round in November 2018, Stilla is scaling its operations worldwide, with a focus on scaling and de-risking the company's operations.

Stilla's talented and multidisciplinary team shares a passion for building successful Life Science products based on deep technological innovations. We are pursuing a huge potential market and aim to become the new leader in the exciting field of precision genetic analysis. Join us!

Stilla is hiring a VP of Operations whose main missions will be to scale-up and de-risk the company's operations (supply chain, production, logistics...).

Our ideal candidate:

- Has one or more successful experiences ramping up production volumes for instrumentation and consumable products
- Has successful experiences negotiating contracts with key suppliers
- Has 10+ years of experience in a relevant industry
- Has experience managing and coordinating teams
- Must speak French and English fluently



Missions for the VP of Operations

The VP of Operations oversees Production, Logistics and Maintenance. He/She coordinates with Sales for planning the deliveries and installs, with Quality to set up and drive continuous improvement programs and ensure compliance to standards, with Support to plan for returns and repairs, and with R&D for the launch of new products. The VP of Operations reports directly to the CEO and manages the Operations financials.

1. Ramp up Operations according to Stilla's business plan

- Grow production capacity
- Coordinate with Sales for planning management
- Coordinate with R&D for the production start of new products
- Drive standardization and automatization of Operations
- Drive the commissioning of new manufacturing facilities
- Coordinate with Support for returns and repairs and for Warranty management

2. Derisk all aspects of Operations at Stilla

- Identify, prioritize and address all risks related to Operations (technical-wise, supplier-wise ...)
- Negotiate partnerships and supply agreements with key suppliers
- Monitor and report the progress of derisking
- Solve identified risks

3. Manage the financials of Operations

- Monitor the costs of Operations through ERP logs (Purchasing, Manufacturing, Stock value, Transport, VAT ...)
- Define and report KPIs for Operations (COGS, Failure rates ...)
- Manage the budget of the Operations department

4. Grow a team of specialists

- Hire Production, Maintenance and Logistics specialists
- Organize and Lead Operations in specialized teams (Production, Maintenance and Logistics)
- Roll out trainings for specialists

5. Make all processes of Operations IVD compliant

- Coordinate with Quality and R&D for IVD compliance
- Put in place key processes for IVD compliance (Consumables, Instruments, Assays)

Why join us?

- Build large scale Operations in a challenging environment!
- Join a young and dynamic Life Science company growing at a 3-digit pace!
- Work with a team who shares a passion for building successful Life Science Products based on deep technological innovations.

Location:

Main office: Paris

This position involves physical activity such as travel

How to apply?

Send your resumé and cover letter to : jobs@stilla.fr

All qualified applicants will receive consideration for employment without regard to race, sex, color, religion, sexual orientation, gender identity, national origin, protected veteran status, or on the basis of disability.