
Role:	Business Development Manager
Department:	Products Division
Reporting to:	Senior Director
Location:	Remote
Est. Start Date:	Immediate
Compensation:	Salary, commission, benefits, stock options

Company Overview

Since its inception in 2011, Precipio's (NASDAQ: PRPO) vision is to battle the problem of cancer misdiagnosis, by developing innovative technologies that improve diagnostic accuracy and laboratory workflow, delivering better results to patients and their physicians. In addition to robust R&D and commercial departments developing and bringing to market its proprietary products, Precipio also operates a clinical laboratory that serves as a testing ground for company products from its development phase to full utilization within the clinical setting.

Precipio's Products Division develops, produces, and sells proprietary diagnostic products to laboratories. Precipio also has a Clinical Diagnostics Division which operates the company's CLIA/CAP laboratory, servicing oncologist practices and hospitals to provide comprehensive diagnostic services, while utilizing the same technologies developed by the Products Division.

Job Overview

The Business Development Director will be responsible for managing and developing the Hospital and Reference Lab Market at a hyper revenue growth rate in line with the company's overall business strategy. The role requires a keen understanding of the laboratory diagnostics selling process, key account management and distribution partner management. This is a full-time remote position.

Responsibilities

- Own and hit/exceed annual sales targets
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Build and maintain strong, long-lasting customer relationships
- Partner with our distributors and customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Understand category-specific landscapes and trends
- Differentiate product attributes in relation to competitive products and alternatives
- Understand the Molecular Diagnostics Market and technical sales

Qualifications

- BS/BA; MBA a plus; MT(ASCP) preferred
- Five+ years of sales/commercial experience in the promotion of laboratory diagnostic products
- Familiarity and understanding of the technical and scientific elements of molecular diagnostics
- Excellent verbal and written communication skills
- Excellent teamwork, communication, and networking skills
- Strong organizational and time management skills
- Initiative-taking and target driven with a proven history in sales
- Strong negotiation and sales skills

Ideal candidate will have:

- Internal drive and motivation; entrepreneurial spirit
- Familiarity with clinical lab environment and buying process
- Ability to work independently and as part of a team - self-motivation, adaptability, and a cheerful outlook
- Ability to learn new techniques, perform multiple tasks simultaneously, and maintain accurate records

How to apply: Please submit a resume and cover letter to careers@precipiodx.com.
