

## Clinical Oncology Specialist - Job Description

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| <b>Role:</b>            | Clinical Oncology Specialist - Sales                           |
| <b>Reporting to:</b>    | VP Sales   |
| <b>Openings:</b>        | Multiple Positions Open  |
| <b>Est. Start Date:</b> | Immediate  |
| <b>Compensation:</b>    | Salary performance-based bonus, benefits, and/or stock options |

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### Company Overview

Precipio has built a platform designed to eradicate the problem of misdiagnosis by harnessing the intellect, expertise and technology developed within academic institutions and delivering quality diagnostic information to physicians and their patients worldwide. Through its collaborations with world-class academic institutions specializing in cancer research, diagnostics, and treatment such as the Yale School of Medicine, Harvard's Dana-Farber Cancer Institute, and the University of Pennsylvania, Precipio offers a new standard of diagnostic accuracy enabling the highest level of patient care.

Precipio has two divisions: Clinical Diagnostics Division which operates the company's CLIA/CAP laboratory that services office-based oncologist practices and hospitals to provide comprehensive diagnostic service on their patient samples; and a Diagnostic Products Division which produces and sells proprietary diagnostic products to laboratories, enabling them to provide higher clinical accuracy as well as improved operational and economic performance.

### Main Objective:

- Ensure maximized revenue growth of assigned company products and services through direct and indirect management of a sales force in a defined geographic area.
- Establish proper and effective communications with appropriate staff across the company to ensure the proper level of sensitivity to the needs of sales.
- Employ problem solving ability to improve internal processes and procedures to enable continued growth

### Essential Duties And Responsibilities

- Works within an assigned geographic sales area to maximize sales revenues and meet corporate objectives
- Carries out specific plans developed by the VP of Sales and company to ensure revenue growth in company's products and services.
- Communicates regular field activity to VP of Sales, and other internal management
- Ensure new and existing account sales growth.
- Understand competitive strategies and implement targeted sales campaigns.

### Preferred Skills And Qualifications

- 2+ years diagnostic experience in Hematology with a proven track record of successful sales performance (Must be able to demonstrate existing relationships)
- Ability to develop and support referral source relationships.
- Ability to thrive and adapt in a fast paced, sales driven environment and exceed goals
- Ability to develop and execute presentations to engage physicians, C-suite and various audiences with confidence and composure.
- Knowledge of company's products, technologies, lab operations.
- Excellent written and verbal communication skills. Must be able to communicate with many diverse customer audiences, diagnostic decision makers, and other influencers externally and internally
- Excellent interpersonal and collaborative skills to effectively work with internal partners and a diverse and evolving customer base
- Ability to travel adequately to cover territory, as well as overnight attendance at training meetings and/or sales calls
- Utilize your internal and external relationships to service and manage accounts
- Analyze your business effectiveness of sales activities and territory analysis, as well as develop territory plans with your VP of Sales
- Partner with other colleagues to share best practices and be in a state of continuous curiosity and learning to encourage growth as a Regional Sales Manager

### Compensation includes:

- Competitive base salary
- Uncapped commission plan
- Participation in company stock option plan
- All company benefits including health & dental insurance, car allowance and other travel expenses covered.

**How to apply:** Please submit your resume and cover letter to [careers@precipiodx.com](mailto:careers@precipiodx.com).

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