

Business Development manager, Product Division - Job Description

Role:	Senior/Business Development manager, Diagnostic Products Division
Reporting to:	Chief Commercial Officer
Location:	Remote; close to major airport hub
Est. Start Date:	January 5, 2026
Compensation:	Base salary (\$175-225k) + performance-based bonus (total annual on-target compensation >\$300K) Benefits, and Stock options

Company Overview

Precipio is a healthcare biotechnology company focused on cancer diagnostics. Our mission is to address the pervasive problem of cancer misdiagnoses by developing solutions in the form of diagnostic products and services. Our products and services deliver higher accuracy, improved laboratory workflow, and ultimately better patient outcomes, which reduce healthcare expenses. Precipio develops innovative technologies in our laboratory where we design, test, validate, and use these products clinically, improving diagnostic outcomes. Precipio then commercializes these technologies as proprietary products that serve the global laboratory community and further scales Precipio's reach to eradicate misdiagnosis. For more information, please visit www.precipiodx.com.

Precipio has two divisions:

1. Clinical Diagnostics Division - which operates the company's CLIA/CAP laboratory, servicing oncology practices and hospitals to provide comprehensive diagnostic services for their patient samples
2. Diagnostic Products Division, which develops, produces and sells proprietary diagnostic products to laboratories.

The business development role is in the Diagnostic Products Division, and the primary goal is to grow revenue both by bringing in new customers, as well as increasing revenues from the existing customer base. Sales efforts would involve direct selling to generate leads and bring in revenue from direct customers. Additionally, this role will include working with our distribution channels to generate leads through their sales team; work with the distribution sales rep to facilitate an introduction to the customer; and proceed to close the sale directly with the customer.

Job Overview

Primary Duties and Responsibilities:

- Contribute to achieving and exceeding Products division revenue goals
- Target, identify, and close new business
- Expand business at current customers
- Work with our distribution channels to develop leads and prospects, manage sales process and close business
- Work with the marketing team to provide feedback on product attributes, competition and other market forces

Qualifications

Knowledge, Skills, and Abilities:

- Hunter mentality – ability to target customers; identify and access key decision makers to arrive at a buying decision
- Exceptional communicator and presenter of technical and financial material
- Understanding of laboratory operations and organizational purchasing behaviors for various segments (POL, reference labs, hospitals)
- Willingness to learn a new field; be curious and inquisitive
- Be passionate about the company mission and patient care

Education Requirements (Essential Requirements):

- Bachelor's degree; preferably in science or business

Work Experience Requirements (Essential Requirements)

- Prior sales experience within the diagnostic or laboratory sectors is essential
- Proven track record of success selling into laboratories, pathology departments and C-suites.
- Experience working with distribution channels is a benefit

Please submit your resume and cover letter to Careers@precipiodx.com
