

You will exemplify a can-do, solutions oriented attitude, along with a strong commitment to forging long term, healthy relationships with external partners and internal colleagues. You will participate on cross-functional teams consisting of colleagues from Commercial Marketing, Market Access, IT, Finance, Medical, Product Development, Lab Operations, Customer Service and Corporate Communications to ensure the best possible outcomes that are seamless to the customer while also improving business growth opportunities.

Establish a comprehensive strategic accounts business plan (strategy &tactics) to competitively position the company for success.

Create a pharma strategy in partnership with our product development scientists to expand our collaborations for use of our screening tests into potential use for drug development studies.

Lead the effort to develop relationships with Guideline committees, such as NCCN and UPSTF, to establish the requirements for our development teams and achieve future inclusion for our products.

Develop a corporate relationship with Physician group societies, such as ASCO, to partner with as we build out new products and technologies that will improve their patients' lives.

Maintain an active awareness of the translational medicine, oncology, companion diagnostic, and pharmaceutical services markets, competitors and customers.

Operate at a strategic level, leading long-term planning/forecasting, as well as at a tactical level, leading the execution of key deliverables on short timelines to achieve the target.

Build and cultivate a strong network of contacts and relationships across strategic account organizations and health systems, including the C-suite executive level; develop a strong understanding of the key players in those organizations, along with their critical success factors and be able to skillfully influence those players to drive product adoption and achieve specific business objectives.

Maintain an active awareness and knowledge of the global changes in health care reimbursement and delivery systems with the ability to interpret and present to internal colleagues and senior executives the impact of these changes on the organization. Recommend targeted solutions and strategies to adapt to these changes.

Create and lead a national strategy that will drive the account-based business plans and leverage the capabilities from our enabling functions: Medical, IT, Commercial Marketing, Customer Service, Corporate Communications, Lab Operations, Product Development, Finance and Market Access.

Skillfully negotiate the complexities in the strategic market environment and provide customers a unique perspective on the business solutions our product portfolio offers to address their critical success factors.

Ability to mentor, lead and influence colleagues across the organization in order to deliver results of the strategic account team.

Consistently contribute recommendations/ideas/solutions to the organization, peers, and customers beyond sales/revenue production.

Partner with Marketing to develop and support strategies that will drive market share in the large group practices and health systems targeted.

Plan and oversee Strategic Accounts budget to ensure optimal investment of financial resources and effective prioritization of costs.

Partner with IT Technology Management and Finance to develop and manage a metrics/reporting system to track and maintain an active awareness of sales target achievement against plan for the strategic accounts team. Distill findings into actionable insights to ensure sales targets are achieved.

Hire, develop, and motivate a high performance strategic accounts team. Build an effective organizational structure, processes, and a collaborative culture that emphasizes achievement of both short and long term business objectives.

Plan and oversee the strategic accounts budget to ensure optimal investment of financial resources and effective prioritization of costs. Consistently lead the team's efforts to achieve budget targets.

Partner with the Market Access and Medical Leaders to ensure strategic accounts' efforts compliment our market access and medical affairs approaches.

Prioritize and drive to results with a high emphasis on quality.

Exemplify our core values - Visionary, pioneering, truth seeking, driven, honest and considerate communication, embrace diversity and operate with transparency and integrity.

Requirements

B.A. or B.S. in Business Administration, Science or similar discipline with prior expertise in areas of strategic account management. MBA, MS or PhD in Life Sciences or similar discipline a plus.

Dynamic sales leader with 15+ years of progressively accountable sales leadership experience in health care sales, managed care or strategic accounts management.

10+ years of people leadership experience and demonstrated success in building and managing high performance teams.

Strong preference for candidates with a background in the oncology, diagnostics, pharma or life sciences market.

Recognized for building a strong, influential network of relationships with key strategic market stakeholders (pharma, physician societies, guidelines committees including NCCN and UPSTF) and related influence groups that impact access to our products for Providers and Patients.

Adept at hiring top talent and ability to lead a best in class strategic account sales team.

Proven experience in leading sales teams to sell products in a highly regulated industry such as HIPAA, FDA/CLIA regulated environment.

Sound senior level judgment/decision making skills in considering complex business issues.

Prioritize and drive to results with a high emphasis on quality.

Successfully partner within all levels of the organization and respond with a strong sense of urgency.

Demonstrated excellence in communication/presentation skills, both written and oral. Able to provide succinct, strategic, and actionable insights to senior executives. Ability to present controversial or complex topics to senior management, public groups and/or Board of Directors.

Superior organizational and time management skills.

Self-motivated, entrepreneurial, able to contribute both individually and as a leader.

Solid computing skills.

Travel throughout the United States as the business needs dictate. Up to 50% travel.

Maintain a high degree of confidentiality and composure in managing complex business conditions and sensitive scientific data, HIPAA protected information, SEC-protected filings and other confidential matters.

Ability to drive business recommendations into decisions and into organizational change.

Solid negotiation skills, highly adept influencer. Must have proven ability to build and maintain strong working relationships as a leader and peer with other senior leaders/functional managers.

Travel throughout the United States as the business needs dictate. Up to 50% travel.