



## ***Vice President Sales - Clarifi ASD, QUADRANT BIOSCIENCES***

### **COMPANY**

Quadrant Biosciences is a rapidly growing biotech company developing novel molecular diagnostic devices for neurological conditions including autism spectrum disorder (ASD), concussion/mTBI and Parkinson's disease. Our work in partnership with a number of top academic research organizations across the country has been highlighted in numerous media outlets. In response to the global COVID-19 pandemic, our expertise in RNA analysis co-developed the most sensitive saliva COVID-19 test on the market.

Quadrant Biosciences is currently seeking a Vice President of Sales that will share the company's passion for making a positive difference in the world, has a strong knowledge of the pediatric market, and wants to be part of a dynamic, fast moving and purpose driven company. We are looking for someone who will have the drive to lead sales efforts of our breakthrough molecular diagnostic aid for autism spectrum disorder.

### **JOB SCOPE**

The Vice President of Sales - ASD is the sales lead for the Clarifi ASD diagnostics business unit. The VP Sales - ASD will contribute to the Clarifi ASD diagnostic products business development strategy and implementation. As a novel product line, Clarifi ASD requires the development of a sales team including attracting, developing, and retaining strong sales talent. The VP Sales - ASD will report directly to the President of ASD Diagnostic Products and will oversee sales and account management in primary care (pediatrics, family practice) and tertiary care settings (specialty diagnostic clinics) across the US. It is important that the VP Sales - ASD has a passion for the mission of the Clarifi ASD product, can demonstrate patient-focused sales leadership and can communicate the sales vision to inspire the team to act. The candidate must have a strong interest in joining a corporate mission focused on improving early diagnoses of autism spectrum disorder in children throughout the US and globally.

### **Responsibilities**

- Responsible for developing and implementing strategic sales leadership and day-to-day direction of sales representatives in territories across the US for the Clarifi ASD diagnostics business unit.
- Uses internal and external data and resources to develop and implement a successful strategy to acquire and retain accounts as well as identify trends and business growth opportunities, short and long-range plans, priorities, and objectives.
- Evaluates market data and financial information in collaboration with leadership, to identify priorities, create data-driven customer target lists, call cycles, and develop sales plans with measurable results.
- Builds a high performing diverse team dedicated to consultative sales and customer relationships and facilitates the growth of the sales team by evaluating their performance regularly.
- Develops and implements a comprehensive sales training program to ensure that the sales team is adequately prepared to introduce a novel, epigenetic product to early adopting clinicians in the market.
- Develops an accurate annual budget and forecast for the Clarifi ASD business unit to set appropriate direction and expectations.



- Develops understanding of customer's business and challenges, and uses that understanding to develop a sales plan and customer focused solutions.
- Works closely with marketing leadership to ensure appropriate direction for brand growth strategies.
- Prepares and presents sales reports as required by leadership to identify trends, additional business opportunities and obstacles to business growth.
- Conducting highly scientific and business focused presentations to build corporate relationships or new business.

#### **KNOWLEDGE, SKILLS AND ABILITIES**

- Ability to work with an agile approach, strong interest in thinking critically and independently to develop solutions.
- Sophisticated knowledge of the sales process and diagnostic testing workflow in primary care or pediatrics.
- Skilled at navigating and training a consultative sales process.
- Strong ability to develop proposals and make credible presentations to achieve new business
- Experience or familiarity with the assay development process, epigenetics, NGS techniques, and bioinformatic analysis concepts are a plus.
- Skilled at translating sales needs into requirements for a cross-functional team.
- Ability to work collaboratively and communicate effectively to both senior level management and colleagues in a fast paced dynamic work environment.
- Knowledgeable in relevant policies and market trends, technology and information affecting the business.

#### **WORK ENVIRONMENTS AND HAZARDS**

The candidate must be comfortable in physician office/clinic medical environments when out in the field with the sales team, which include a variety of hazards typically found in medical settings. Hazards also include driving to/from appointments.

#### **PHYSICAL DEMANDS**

Physical requirements include prolonged periods of sitting at a desk on a computer, being able to lift 50 pounds, and walking up 3 flights of stairs.

#### **QUALIFICATIONS**

- 5-10 years of experience in sales with strong marketing and financial orientation, along with proven track record of generating revenue and profits
- Sales experience in primary care health care settings (pediatric or family medicine)
- Experience managing sales teams and building a strong results-oriented organization
- Demonstrated measurable revenue generation at either a diagnostic, pharmaceutical or relevant biotechnology company.

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*This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.*