

**BioPorto Diagnostics Inc.** is the US subsidiary of BioPorto A/S, a Copenhagen-based in-vitro diagnostics company that provides diagnostic tests and antibodies to clinicians and researchers around the world. We use our antibody and assay expertise to transform novel research tools into clinically actionable biomarkers that can make a difference in patients' lives. Our pioneering product portfolio includes The NGAL Test™, a novel biomarker assay designed to aid in the risk assessment of acute kidney injury, a potentially life-threatening condition that affects over 13 million adults and children worldwide.

Working here means being entrepreneurial, thinking “big” and banding together to change the course of medicine. As a Field Account Manager, you will have the opportunity to play a pivotal role in a new product launch and, by channeling our scientific capabilities, will make a significant positive impact on the lives of patients.

## **POSITION SUMMARY**

The Field Account Manager is a sales professional responsible for attracting new clients and nurturing current contacts through excellent client service. Our Field Account Managers are sales experts who influence clients' buying decisions by detailing unique product features and the benefits of new technologies across a team of contacts. In this position you will sell to hospitals, IDNs, and other health care providers ranging from department chiefs to the laboratory and executive suite. Field Account Managers are expected to meet or surpass target goals and will work independently within their territories under the direct supervision of the VP of Sales.

## **MAIN DUTIES AND RESPONSIBILITIES**

Specific duties and responsibilities of the Field Account Manager include, but are not limited to:

- Selling, as well as maintaining and documenting all sales activities, to physicians, hospitals, IDNs or other health care providers within a defined geographic territory
- Establishing new accounts by prospecting, with marketing support and through personal contacts, in Cardiology, Nephrology, Critical Care, and the Laboratory
- Qualifying opportunities through the management of a full sales cycle and identifying new product objection handling, and closure through establishing ongoing and routine clinical use of the company's products in an account
- Providing clinical workflow and business case customization for the prospect, engaging clinical operations benefits, standard of care changes, and return on investment (ROI) analysis at both organizational and department levels
- Contributing to revenue targets as well as Key Performance Indicators (KPIs) related to new product launch and market development as well as future market expansion
- Positioning BioPorto as a leader in-vitro diagnostics through development of long-term relationships with Key Customers and maintaining a high level of clinical expertise by consistently utilizing all available medical information resources
- Developing and implementing clinical sales presentations to groups of healthcare personnel, as well as maximizing key physician contacts by Key Opinion Leader (KOL) identification and engagement,

for programs such as Grand Rounds, prospect engagement, publication development and clinical support.

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

### **Analytical Skills**

Ability to compare, contrast and quality check work and pays keen attention to detail. Can present numerical data orally and in writing or through graphics.

### **Collaborative**

Gets the right people involved at the right time to produce the best results.

### **Communication Skills**

Superior interpersonal and client service skills. Establishes and maintains excellent relationships with all prospects and clients. Is curious by nature and a practiced listener.

### **Technology Skills**

Proficient in Microsoft Office including Word, Excel, Power Point and Customer Relationship Management Systems (CRM), specifically Salesforce. A technical expert that knows the company's products and services inside and out and can apply the right ones to the right situation.

Ability to appropriately manage and maintain technology, at a home office and on the road, including phone, tablet, conference calls/web meetings, and all other portable office technologies.

### **Decision Making Skills**

Ability to make clear, concise decisions and solve complex problems.

### **Innovation**

Sees ways to increase value delivered to the account that others often don't. Recognizes the breakthrough change we can create for clients and the values we can co-create with clients. Synthesizes information and communicates the big picture.

### **Organizational Skills**

Ability to organize, plan and prioritize work in a fast-paced work environment. Ability to achieve goals in a timely fashion.

### **Project Management Skills**

Organizes the process of growing revenue and maintaining loyalty at the account. Ensures all deliverables are met and superior client service is delivered.

### **Results Driven**

Leads the change for maximizing business inside the "market" of the account. Is focused on growth and moving things forward.

**Travel**

Home office based. Ability and desire to travel on a frequent basis (60+%) and with short or minimal notice. This may include weekend and evening hours, also internationally for training.

**WORK ENVIRONMENT, POSITION TYPE, EXPECTED HOURS**

Professionalism and the ability to represent in office, hospital, and laboratory locations, including familiarity with appropriate safety and credentialing, is expected in this job role.

This is a full-time position.

**REQUIRED EDUCATION AND EXPERIENCE**

- Bachelor's degree
- 10+ years of documented, successful diagnostic/device sales, or related sales to physicians and hospitals such as pharmaceutical
- Direct customer relationships as well as experience managing distributors
- Experience selling and knowledge of Cardiology, Nephrology, Critical Care and Hospital Laboratory
- History of building and influencing customer relationships, and goal achievement
- Demonstrated clinical selling skills and business acumen in complex selling environment
- A valid driver's license and safe driving record
- Experience with start-up companies preferred
- Experience with new product launch or introduction of a new assay preferred

**EEO STATEMENT**

BioPorto is an equal opportunity employer. All qualified applications will receive consideration for employment without regard to sex, sexual orientation, gender identity or expression, race, color, religion, national origin, ancestry, genetic information, citizenship, age, disability, pregnancy, genetics, veteran status, or any other protected status under applicable federal, state, or local law.

**OTHER DUTIES**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.