



**LUNG CANCER
PROTEOMICS**
Early Detection of Lung Cancer



6541-B Via Del Oro, San Jose, CA 95119 | 219-510-0120 | www.targetdxlab.com

ACCOUNT EXECUTIVE

Position Summary

Lung Cancer Proteomics is a growing biotechnology company with a mission of developing sensitive and specific blood tests to detect high mortality cancers early as well as provide COVID and other virology tests. By adhering to a data driven approach and using rigorous scientific processes, we strive to innovate, simplify, and improve early diagnostic tools, which lead to an increase survival rate and better quality of life.

We are seeking an energetic and experienced **ACCOUNT EXECUTIVE** to generate sales and grow our US customer base for COVID testing. The preferred candidate must excel at building personal relationships, possess value detailed knowledge of their subject, and work with passion. This is an excellent position for an ambitious and passionate individual to thrive in a fast-paced growing company.

Primary Responsibilities

- Generate leads through networking and prospecting with government agencies, healthcare providers, community-based organizations, and the public.
- Plan customer product demonstrations, generate proposals, complete sales, and execute training sessions.
- Develop key account plans for assigned accounts; implement account strategy.
- Develop and maintain a high level of product knowledge of our products and competitions.
- Ability to problem solve and generate solutions to advance needed work.
- Communicate effectively and persuasively with customers using effective selling, listening and negotiation skills.
- Achieve annual and quarterly revenue goals. Sustain profitable sales growth.
- Investigate, track, and resolve customer and client concerns; identify trends and implement solutions.
- Determine customers' unmet needs and translate internally for adequate follow up.
- Develop and maintain long term customer relationships.
- Attend meetings, conferences, and tradeshows.



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Qualifications

- Bachelor's degree.
- 5+ years of sales experience in medical device.
- Must have ability and willingness to travel throughout US.
- Working knowledge of Microsoft Office, Excel, PowerPoint.
- Ambitious self-starter with excellent organizational skills.

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- Excellent verbal and written communication skills.
- Self-starter and able to work independently to progress sales leads.

Job Type

Full time.

Hybrid-work from home/office/in the field

Compensation

Base Salary plus Commission plus Benefits.

Equal Opportunity Employer

Lung Cancer Proteomics is proud to be an Equal Opportunity Employer. We are committed to ensuring a diverse and inclusive workplace environment, and welcome people of different backgrounds, experiences, abilities and perspectives. Inclusive collaboration benefits our employees, our community, and our patients, and is critical to our mission. All qualified applicants are encouraged to apply, and will be considered without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, age, veteran status, disability or any other legally protected status.