



**Position Title:** Field Sales Representative

**Reports to:** Director, Sales

**Exemption Status:** Exempt

**Job Summary:**

The Field Sales Representative is responsible for new business and revenue generation, supporting all our promoted brands. Within assigned territory, is responsible for generating interest, qualifying prospects, and closing sales and sets the direction to encourage our customers to adopt our promoted brands into their standard lab requisitions. This role requires effectively educating the office regarding the results of our promoted brands.

The Field Sales Representative supports the coordination of the clinical utility study and other clinical studies including investigator-initiated studies. They work across a variety of teams to support payer strategies and lab integrations. In their local area they will be responsible for training lab personnel on the proper directions for use of our promoted brands and will regularly train new personnel as needed.

**Duties/Responsibilities:**

- Identify, establish, and maintain clinical relationships with KOL, potential customers and associated office staff.
- Profile each dermatology office for preferences regarding ordering of tests and delivery of results.
- Partner with clinical utility team and be the point of contact for each clinical utility site to coordinate ordering of tests, status of tests, and delivering results.
- Execute medical education initiatives locally.
- For offices, lead education efforts with the staff to integrate Mind.Px into their psoriasis standard testing protocols.
- Provide clinical and patient outcomes support, including analysis and appraisal of Mind.Px impact on patient outcomes and impact on biologic selection.
- Support payer relations team and lead educational initiatives with local labs on the proper use of our promoted brands for lab personnel.
- Generate tactical plans to provide needs-based, value-added services; execute approved field scientific communication plan.
- Consistently provide clinical trial support by identifying, evaluating, screening, and providing scientific support to qualified research sites.
- Attend medical symposia as needed.

**Required Skills/Abilities:**

- Excellent verbal and written communication skills.
- Excellent interpersonal skills including strong relations building and training capabilities with dermatology professionals, office staff, and lab personnel.
- Comfortable leading clinical education and clinical utility study coordination efforts.
- Able to balance education needs with professional audience as well as supporting the company's payer focused commercialization.
- Able to do a variety of tasks including data entry and report creation using our Ovation system or other support tools.
- Experience with training lab personnel is preferred.
- Excellent organizational skills and attention to detail.
- Strong analytical and problem-solving skills.

**Education and Experience:**

- Bachelor's degree is required (MS or Ph. D. is preferred).
- A minimum of 3 years of successful work experience in the dermatology field (medical), preferably experience with biologic based conditions.
- Strong record of successful education and adoption of new therapies or technologies.

**Physical Requirements:**

- Ability to walk and/or travel to field appointments in all types of weather conditions.
- Ability to work on a computer for extended periods of time.
- Ability to drive to field appointments and provide a valid driver's license and appropriate insurance coverage as required by Company policy.
- Must be able to lift up to 15 pounds at times.

**Location:**

This is a remote role with the expectation that you will be available to work and be able and/or respond to Company, client and/or customer needs Monday- Friday, 8 am to 5 pm in your time zone and also be available to travel to and work from the San Diego office, if business needs arise.

**Acknowledgement:**

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities and activities may change or new ones may be assigned at any time with or without notice.

Employee Signature/Date:

Manager Signature/Date: