

Area Sales Manager (Eastern (DC,Philadelphia or Boston) and Western(LA or Phoenix)

The Area Sales Manager will be key to the launch of the Epi proColon assay in specific regions. They will be expected to deliver sales revenues and margins to target for a defined geography.

To achieve the revenue targets, they will support collaboration with Polymedco (our US distribution partner) and or other organizations in launching and supporting Epi proColon. This includes training, delivering expert presentations, and securing support resources. Additionally, they will represent Epigenomics at trade shows and industry events.

A key element of the role will be to present medical economic information to payers in order to secure appropriate reimbursement from national, regional and local payers. They will collaborate with Epigenomic US senior managers (business development, marketing, payer, technical support and technical) to provide input for product, program and process development.

It is expected that they will develop intimate knowledge of the competitive and reimbursement environment and recommend appropriate competitive tactics for approval and adoption. Lastly, they will develop and monitor area forecasts for product demand planning.

Requirements: Experience (5-10 years) in Medical Diagnostic Sales, Molecular Testing methods, Channel Management and Account Development.

Compensation: Combination of Salary and Commission at market levels.

Please submit resumes to us-careers@epigenomics.com

Reimbursement and Payer Manager

The Reimbursement and Payer Manager will participate in the development and deployment and utilization of reimbursement tools, models and case studies regarding Epi proColon to address laboratory, MD and patient needs.

In the role they will develop and maintain a database of all state, Medicare and private payer group payment policy and practices for associated CPT codes.

As part of the Commercial Team they will optimize the medical economic positioning and messaging for Epigenomic assays including Epi proColon.

They will lead the interaction with external resources to develop assay specific tools/medical economic models for Epigenomics' assays.

Establish and deliver "reimbursement support packages" and presentations to be delivered by the individual and Area Managers to payer organizations and prospects.

As part of their responsibility they will develop tools to support laboratory reimbursement staff in securing payment for Epigenomics assays.

Lastly, they will develop education tools and tactics to address Medicare, Medicare Advantage, private pay and Medicaid implementation issues for epi proColon.

Requirements: The ideal candidate will have 5-10 years of experience in either Medical Insurance Payment or Laboratory Payment. They will have intimate knowledge of national and local payer practices for private pay and Medicare insurance programs. They will be able to travel 20% of the time.

Compensation: Combination of salary and annual bonus at market levels.

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Director of Marketing

The Director of Marketing will lead the US marketing efforts for Epigenomic products. As such they will be responsible for product definition, product positioning, product targeting and pricing. This role will own market share goals, revenue targets and expense management.

They will identify key US account targets for adoption of Epi proColon and develop programs and tactics to address these groups. In this effort they will develop customer and prospect data base tools for Area Manager and Marketing to be used in targeting, penetration and opportunity analysis. Additionally, they will develop and implement pricing programs, customer justifications for use, trade show tools and tactics.

In collaboration with Field Sales Management they will work to develop commercial tools for support of the selling process. These tools are for sales, market, account support, partner and patient education. Additionally, they will develop education and competitive materials for use by sales, partners and patients. The development of tools will be through outside support resources.

In their role they will provide ongoing input to development on product improvement opportunities. Participate with Business Development in defining opportunities for product development, application, extension or upgrade.

Internally they will develop the annual marketing plan inclusive of advertising, promotion, trade show, advocacy, social media and other events. The management of the marketing mix including the use of social media will be the responsibility of the candidate.

The successful candidate will collaborate with European Epigenomics commercial resources to develop European and other geography marketing direction.

Requirements: The ideal candidate will have 10-15 years of Medical product, preferably medical diagnostics experience. They will have an advanced degree in a relevant science. They will have US commercial experience and sales background.

Compensation: Combination of Salary and annual bonus at market levels.

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