



**HEPQuant**  
Transforming  
Liver Health

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(303) 923-2242 • www.HepQuant.com

# Job Description: Clinical Account Manager

HepQuant is a clinical laboratory start-up with headquarters in Denver and a CLIA lab in Aurora, Colorado. We are preparing to launch our first Laboratory Developed Test (LDT) to the US market. HepQuant develops non-invasive, quantitative tests that measure liver health. The HepQuant DuO Test is a Laboratory Developed Test (LDT) that enables healthcare providers to manage patients with liver diseases more effectively. It delivers information about liver cell function and portal-systemic shunting, attributes of liver disease that are associated with clinical outcomes. Results may be used by a physician in conjunction with clinical evaluation and other tests to aid in the decision to proceed with or defer invasive procedures, to monitor treatment response, or to predict disease progression and adverse outcomes, such as ascites, encephalopathy and variceal bleeding.

## Job Duties

HepQuant is searching for a sales representative who will take on a frontline selling role. The Clinical Account Manager will call on hepatologists initially to sell the HepQuant DuO Test. Primary responsibility is to develop, maintain, and expand business opportunities among assigned large accounts, Integrated Delivery Networks (IDNs) and / or complex clients in a region. The Clinical Account Manager is the key customer-facing contact for these specific accounts. This role manages and leverages these targeted opportunities within a region to drive continuous growth and profitability for HepQuant. This is a Road Warrior job, with travel requirements estimated at 75%.

## Responsibilities

This position reports to the Chief Commercial Officer.

- Serve as frontline sales representative for pilot phase of launch and rollout. The call point is hepatology offices.
- Meet/exceed sales and profitability goals with each targeted customer.
- Coordinate needs and perform opportunity assessments in territory to drive business growth and increase market-share.
- Establish productive, professional relationships with key decision-makers and influencers at multiple levels with targeted customers including physician leaders, C-suite within IDNs, practice managers, RNs/MAs/phlebotomists for staff training and technical buyers.
- Proactively assess, clarify, and validate customer needs on an on-going basis. Influences and addresses customer expectations.
- Manage Salesforce.com funnel for the account targets. Move opportunities through the pipeline.
- Convey timely information to the Sales Director, Marketing and others on field sales activities, events, changes, and trends to maximize sales, revenue, and marketing opportunities.
- Manage expense budget within guidelines to ensure return on investment.
- Work with CCO to negotiate multi-site contracts with large dollar customers.
- Represent and sell to all stakeholders acting as the brand ambassador to targeted clients within the region.
- Attend quarterly sales meetings to share best practices.
- Perform other duties, as assigned.

## Qualifications

**Education:** Bachelor's degree with a life science concentration. MBA is a plus.

## Skills and experience

- A minimum of 5 years successful sales experience in the diagnostic market. Preferred Experience working for a specialty lab that offers LDTs.
- Proven record of accomplishment with demonstrated ability to manage a large geographic territory successfully.
- Experience with physician sales, hospital sales, and/or national accounts preferred.
- Supervisor Responsibilities: This position has no direct reports.
- Strategic thinking skills and ability to translate strategies into executable tactical action plans
- Ability to lead without authority and create followership to drive strategy in regional Integrated Delivery Networks and / or complex accounts.
- Ability to utilize superior HepQuant and competitive product knowledge, job knowledge and understanding of the industry to close business.
- Knowledge of reimbursement in states across the region and capacity to implement strategies based on that knowledge.
- Demonstrated ability to successfully manage a favorable ROI on programs and expense budgets.
- Ability to analyze financial data and generate logical strategies and plans based on analysis.
- Strong presentation and negotiation skills.
- Solid written and verbal communication skills.
- Ability to work autonomously and promote and facilitate a team effort to drive system closes.
- Ability to think strategically and bring a high level of creativity to the organization.
- Ability to uphold and support individual and company values.
- High degree of ethics and professionalism while interacting with customers and co-workers.
- Strong MS Office (Word, Excel, PowerPoint) skills required. Experience with a CRM system is a plus (SalesForce.com preferred).

## Key Attributes

- Drive and determination
- Ability to work in a fast-paced and dynamic environment.
- A positive attitude demonstrated during company functions and public events to encourage team camaraderie and enthusiasm for growth in market share and revenue.
- Self-starter
  - Driven to perform.
  - Self-directed: needs little explicit direction and no hand holding
  - Able to organize, prioritize, and delegate tasks to efficiently move projects forward.

## Work Environment & Physical Demands

The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. The physical demands described below are representative of those that must be met by an employee to successfully perform the essential functions of this job.

The employee must occasionally lift and/or move up to 25 pounds (lifting boxes, files, etc.) Specific vision abilities required by this job include close vision, color differentiation, distance vision, peripheral vision, depth perception and ability to adjust focus. While performing the duties of this job, the employee is required to sit, stand, walk, talk and hear.

**FSLA:** Salaried Non-Exempt  
**Status:** Full-Time  
**Location:** Denver, CO—on site  
**Travel:** Position will require approximately 75% travel via airplane, car, and overnight stays.  
**Salary:** Disclosure as required by Colorado law, the annual salary range for this position is \$80,000 to \$100,000 plus commission/bonus. The actual compensation may vary based on work experience, education and skill level. The salary range is HepQuant's good faith belief at the time of this posting.

## Benefits

Medical, Dental, Vision, Short and Long-Term Disability and AD&D, Life Insurance, 401(k) with company match, profit sharing program.

## Apply

Send Your Resume & Cover Letter to [lisa.goggin@hepquant.com](mailto:lisa.goggin@hepquant.com). No phone calls, please. Note: no third-party recruiters will be enlisted for this search.

*HepQuant is committed to equal opportunity in the terms and conditions of employment for all employees and job applicants without regard to race, color, religion, sex, sexual orientation, age, gender identity or gender expression, national origin, disability, or veteran status.*

*HepQuant complies with all applicable national, state, and local laws governing nondiscrimination in employment as well as employment eligibility verification requirements of the Immigration and Nationality Act. All applicants must have authorization to work for HepQuant in the U.S.*