

## **Regional Sales Manager, HealthCare** **Job Description**

### **The Company**

Aperio is the leading provider of digital pathology solutions in hospital and reference labs, academic medical centers, and biopharma institutions across the world. Today, our affordable and complete product portfolio is proven to lower costs, increase efficiencies, and enhance workflow in labs everywhere. Our comprehensive product line features our ScanScope® scanners, Spectrum™ image management (PACS) software, SecondSlide™ slide sharing service for pathology, and image analysis tools and services.

Aperio's products are FDA cleared for specific clinical applications, and are intended for research and education use for other applications. For clearance updates and more information please visit [www.aperio.com](http://www.aperio.com).

### **Summary:**

Reporting to a National Sales Director, the role involves developing and executing a successful sales strategy for rapid revenue growth from the assigned market. The position will require aggressive activity, independent initiative and skills while working within the existing sales team environment. He/she should have an impressive history of complex capital equipment sales, preferably to pathologists, within the target market. You should be comfortable calling on the C-Suite, delivering vision, and orchestrating multi departmental/site evaluations.

The ideal candidate will have: 5-10 years experience in high level selling within the healthcare space, proven ability to manage and expand a territory for continued growth. He/she will possess a strong understanding of business and laboratory operations in a clinical laboratory, experience in pathology or related product sales, excellent written and verbal communication skills. Targeted accounts will include academic medical centers, reference laboratories, hospitals and other accounts that would benefit from Aperio's digital pathology product line.

### **Major Responsibilities**

- Develop and execute a sales strategy focusing on the targeted accounts for the territory.
- Generate revenue in line with company expectations
- Coordinate sales activities within national, multi-site, laboratory accounts
- Implement programs to accelerate target market penetration

### **Qualifications**

- BA/BS

### **Requirements**

- Excellent written and verbal communications skills
- Extensive knowledge of the pathology market is highly desirable
- 5-10 years successful selling experience in clinical healthcare space
- Track record of rapidly and consistently generating sales revenue
- Must have a car large enough to hold a ScanScope, a valid drivers license and automobile insurance
- Ability to travel a significant percentage of time

### **Location and type:**

Full-time employment based in San Diego, California.

### **Compensation and benefits:**

Aperio pays our great people salaries commensurate with market value, and provides full benefits including health benefits and a 401(k) plan. All Aperio employees participate in our stock option plan.

### **Contact**

Aperio is committed to attracting and retaining the most highly qualified candidates available. As an Aperio employee you will be consistently challenged to deliver your best. Because we provide our customers the best technologies and service in the industry, you will constantly develop new skills, learn new products, and be involved in activities that are highly valued in the marketplace. At Aperio, we value our customers as partners, and therefore strive to deliver

excellence in everything we do. If you are ready for this challenge, contact us by sending your resume to [jobs@aperio.com](mailto:jobs@aperio.com).