



ABOUT PRECISION DIAGNOSTICS:

We are transforming the urine drug testing industry through our mission of ensuring that the patient, provider, and payor all benefit from our services. As a healthcare company, Precision Diagnostics strives to improve excellence in healthcare. Precision Diagnostic's Solutions solves the trends impacting providers and payors we partner with. Precision Lab Analytics and NextGen technology by Precision gives providers real-time data, giving them the time to focus on making better clinical decisions and improving their patients' lives.

OUR VALUES:

INNOVATION – INTEGRITY – INSIGHTS – OUTCOMES

- Precision invested in research grade instruments and have deployed use of the most advanced fully automated technology available in the industry, because Innovation is at our core!
- Precision continues to be dedicated to compliance and science in an ever-changing industry where Integrity is paramount.
- Precision delivers data that is significantly more Insightful because it is delivered in real-time, easily interpreted, and clinically actionable.
- Precision's NextGen testing and Precision Analytics gives practitioners more data to make better decisions and ultimately improve Outcomes.

WHAT WE OFFER YOU:

The opportunity to join the envy of the industry and ensure that the payors, provider, and patients benefit from our services.

Personal and Professional Development

- On-the-job education, training, support
- New Hire Sales Training in San Diego
- National Sales Meeting in San Diego
- How we have fun:
 - Company Events
 - Community Events
 - Volunteering
 - Culture Clubs
 - Wellness Program

Compensation

- Generous Base + Commission plans
- Bonus + Presidents Club opportunities
- Car and Phone allowance
- Expense reimbursement
- Comprehensive Benefits Package:
 - Medical, Dental, Vision
 - Additional optional insurances
 - PTO
 - Paid Holidays
 - 401K w/ company match

THE ROLE: ACCOUNT MANAGER

As the Account Manager you will maintain existing accounts, identify each client need, gain commitments, and trade value to ensure our products and services help clients spend more time with patients ensuring that the patient, provider, and payor all benefit from our services. You will also be responsible for developing new business in your designated territory while working with your Territory Manager.

ACCOUNT MAINTENANCE

- Building and nurturing relationships
- In-services and Implementations
- Understanding & Educating on Payor Policy
- Uncovering Clinical Workflows
- Implementing Checklists
- Integrating products and services into the client's workflow
- Educating and training clinical staff
- Managing logistics and Supplies
- Liaison between clients and home office teams

NEW BUSINESS DEVELOPMENT

- Research – finding and building lead lists
- Prospecting
- Gaining Commitments and Trading Value
- Qualifying leads
- Setting appointments
- Presenting to prospective clients
- Resolving Concerns
- Close new business, increase business in existing accounts, meet and exceed territory volume growth objectives

WHAT YOU BRING TO THE TABLE:

- Understanding of Healthcare and the Role Precision Plays
- Knowledge of the federally regulated healthcare industry
- Interpersonal Effectiveness
- Natural sense of empathy, self-awareness, self-control, and sales drive
- Uncompromising ethics and integrity
- Willing and able to learn and adapt to new technology and the clinical practice environment
- Commitment to persistent follow-up
- Excel under general supervision
- Collaborative spirit and ability to thrive as part of a team
- Capable of working remotely from home office
- Ability to travel:
 - Within your territory 100% of the time
 - Some overnights during the week
 - Work evenings and weekends on an occasional basis
- Valid driver's license, proof of insurance, and reliable transportation (car allowance provided)
- Proficient in Microsoft Office applications including Word, Excel, PowerPoint, and Outlook
- Adherence to compliance standards and confidentiality (HIPAA) requirements
- Experience in a sales or customer service function is a plus
- Prior outside sales experience including significant travel within territory is a plus
- Prior experience working in a clinic or hospital environment is a plus
- Bachelor's Degree