



## **NEW US FIELD SALES TEAM**

**Company Description:** Crescendo Bioscience is developing a broad range of quantitative, objective molecular tests to provide rheumatologists with deeper clinical insights to more effectively manage patients with autoimmune and inflammatory diseases. The company applies a comprehensive suite of molecular profiling technologies to discover biomarkers and develop diagnostics that help physicians with the diagnosis, prognosis, and treatment of disease. Crescendo is initially focused on rheumatoid arthritis (RA), a debilitating, chronic disease affecting over 1.4 million in the USA and more than 2 million in Europe. Crescendo plans to establish a long-term partnership with clinicians by providing comprehensive diagnostic, prognostic, staging, therapy selection and monitoring capabilities to improve outcomes throughout the continuum of care. All testing will be performed at our own specialized, CLIA-licensed laboratory.

**Position: Rheumatology Sales Representatives (multiple)**

**Locations: Positions available nationwide, primarily in or near major metro areas**

We are looking for experienced, confident sales representatives who are ready for an exciting start-up opportunity in the emerging field of Personalized Medicine (PGx). In this role, Reps will introduce this new concept to both academic & community-based rheumatologists in their territory. As demand grows, the nature of the job will gradually shift. In the beginning, much of the time spent with physicians will be educational as most rheumatologists are unfamiliar with the technologies we are using or the statistical methods we have employed. Once practices begin to order the tests for their RA patients, the role will expand to include, but not be limited to, the following:

- Provide In-Service training to office staff on test ordering and interpretation
- Coordinating with local health plans that are most relevant to these practices
- Patient counseling (as needed) for those patients who want to go to the source
- Working with local phlebotomy providers to streamline specimen acquisition
- Deliver local talks to interested groups that want to learn more

## **Product Description**

Crescendo is developing a series of high-value diagnostic service products to characterize disease biology for individual patients afflicted with autoimmune disorders. Our first panel of diagnostic assays will provide new, quantitative insight for rheumatologists who manage patients with rheumatoid arthritis (RA). Each test generates a score that relies on multiplex, algorithm-driven results from the proteomic analysis of serum specimens submitted to our lab by treating physicians

## **Requirements**

- College degree (BS or BA)
- Minimum 5 years selling experience with health care products
- Demonstrated aptitude with biology; learning and teaching
- Excellent analytical and communication skills, both oral and written
- Must meet US Lab Industry employment requirements
- Strong, recent professional references
- Must be authorized to work in the United States on a full-time basis for any employer
- Valid driver's license with a clear motor vehicle record

## **Competitive Profile**

The most competitive candidates will have over 10 years experience in sales, with a track record of success promoting scientifically complex products to a specialty medical audience. In particular, those with recent experience selling into rheumatology or immunology may be most effective in gaining access to targeted accounts. The other group likely to do well in this role will have marketed PGx services to other specialized medical professionals. Wave 1 & 2 will almost certainly have a mix of these backgrounds, weighted more towards rheumatology than PGx. Plus factors will include an educational background in the life sciences, real experience as a health care provider, demonstrated success with novel products that are first-in-class and a deep interest in truly consultative selling. In addition, an affinity for smaller companies, and an understanding of the risks that attend any VC-backed, pre-IPO start-up venture will be important to us.

Field sales personnel will have great latitude in our organization to try different approaches and manage their territories like the small business units that they are. Intelligence, energy, professionalism, discretion, judgment, an unwavering commitment to premium customer service and the highest ethical standards are all attributes we will prioritize in our hiring.

The Crescendo Bioscience leadership team has broad and relevant experience from top-tier biotechnology, reference lab and PGx organizations. We will hold this new Sales Team to the same high standards.

## **Compensation**

Competitive packages will be offered to attract and retain the best talent we can find. Details are TBD.

Crescendo Bioscience is an equal opportunity employer.

PRINCIPALS ONLY PLEASE – We will not accept submissions from agents or recruiters seeking to place candidates for these positions.

Contact: [salescareers@crescendobio.com](mailto:salescareers@crescendobio.com)

KEYWORDS:

- Sales Representative
- Rheumatology
- Personalized Medicine
- Diagnostics
- Start-Up
- Biotechnology
- New Team