

## Vice President of Products Division- Job Description

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| <b>Role:</b>            | Vice President, Diagnostics Products Division            |
| <b>Reporting to:</b>    | Chief Commercial Officer                                 |
| <b>Location:</b>        | Flexible   |
| <b>Est. Start Date:</b> | Q1-2022  |
| <b>Compensation:</b>    | Salary, performance-based bonus, benefits, stock options |

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### Company Overview

Precipio has built a platform designed to eradicate the problem of misdiagnosis by harnessing the intellect, expertise and technology developed within academic institutions and delivering quality diagnostic information to physicians and their patients worldwide. Through its collaborations with world-class academic institutions specializing in cancer research, diagnostics, and treatment such as the Yale School of Medicine, Harvard's Dana-Farber Cancer Institute, and the University of Pennsylvania, Precipio offers a new standard of diagnostic accuracy enabling the highest level of patient care.

Precipio has two divisions: its Clinical Diagnostics Division which operates the company's CLIA/CAP laboratory, servicing oncologist practices and hospitals to provide comprehensive diagnostic service on their patient samples, and the Diagnostic Products Division, which produces and sells proprietary diagnostic products to laboratories.

### Job Overview

The Vice President of the Diagnostics Products Division will have P&L responsibility, and oversee the commercial growth of this division. In this role, the person will work with various team members throughout the life cycle of the development of new products, as well as the commercialization and growth of existing products. These responsibilities include:

### Responsibilities

- Working with the R&D team to understand the products being considered for development
- Developing a marketing plan for the various products being developed; this includes understanding the clinical problem the market attempts to address; the competitive products currently in the market; industry challenges, regulatory and billing landscape.
- Develop go-to-market plan to commercialize new products, including segmentation and market TAM.
- Execute on the sales & marketing plan to achieve and exceed company revenue goals.
- Ultimately, have complete P&L responsibility to ensure ongoing growth and achievement of market share for each product.

### Qualifications

- Minimum 10 years of experience in the diagnostics products field
- Strong technical background; understanding of complex laboratory processes
- Ability to interact with colleagues in various disciplines – e.g. technical, clinical, regulatory and billing.
- Strong sales and commercial experience, with demonstrated results of new product introduction
- Demonstrated growth of \$50-100million dollar product sales
- International experience a benefit
- Strong managerial capabilities and experience building sales teams

### Ideal candidate will have:

- Ability to work independently and as part of a team - self-motivation, adaptability, and a positive attitude.
- Ability to learn new techniques, perform multiple tasks simultaneously, and maintain accurate records.

**How to apply:** Please submit your resume and cover letter to [careers@precipiodx.com](mailto:careers@precipiodx.com).

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