

## Account Executive - Diagnostics Information Solutions - California

Job ID: 201906-119494

### Job Function

Sales

### Location

Sacramento  
California  
United States of America

### Schedule

Full time

### Job type

Regular

### Company/Division

Pharmaceuticals

### Job Level

Individual contributor

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## The Position

### The Opportunity:

Here's a chance to bring your skills and expertise to a company that will be a leader in digital diagnostics! Roche Diagnostics has created a new start-up business charged with building a modern portfolio of decision support software products that will change the way patients receive care.

Our challenge is to bring together complex diagnostic and treatment data from medical devices and IT systems within a hospital and intelligently process and present this data to doctors and caregivers to improve the experience and outcomes of patient care.

We are looking for candidates who have an extensive experience with Tumor Boards, along with experience selling healthcare IT (think EMR, PACS, LIS) products, and who also want to lead hospitals and academic medical centers around the world into the next generation of healthcare IT solutions that are SaaS based.

Individuals who have experience selling to C – Suite in hospitals and cancer center settings along with experience selling instruments and/or diagnostics to pathologists are encouraged to apply. We are looking for candidates with oncology experience in pharmaceuticals and/or diagnostics, who can bring a wealth of knowledge and expertise, with the ability to utilize their existing networks in this exciting new space.

You'll be part of a growing commercial team leading the way in the clinical decision support market, and get to work side by side with a team of world-class marketers, engineers,

doctors and researchers who want to impact global healthcare delivery.

### **Job Facts:**

You will be responsible for the sales strategy development and achievement of the desired revenue, customer satisfaction, retention, and acquisition goals for the Digital Information Solutions portfolio of products within assigned territory.

You will effectively utilize outcomes from workflow analysis and impact studies to provide competitive differentiation and value to the overall customer solution. And provide in-depth technical expertise regarding assigned product lines.

In this role you'll utilize competitive, customer, and product knowledge to establish competitive barriers to market penetration by positioning Roche Professional Diagnostic's solutions. All while assisting customers in achieving defined business/technical and personal goals.

Additional responsibilities will include pre & post analysis review; working cross functionally with internal colleagues and peers to share information and best practices while remaining actively involved in industry/customer organizations that impact business. You will need to deliver tailored presentations specific to customer needs incorporating the outcome data from the various process analysis. And conduct system demonstrations & presentations where applicable; road shows, VIPS, etc.

### **Who you are:**

- Bachelor's Degree or equivalent experience in a directly related discipline (Biology, IT, CS, Eng.)
- 5+ years of successful experience selling healthcare IT products (ex. EMRs, PACS, LIS) within healthcare organizations that require negotiation of multiyear contract agreements and closing of high-value deals.
- Oncology clinical sales background preferred
- Experience selling enterprise-wide software solutions with integration to other systems
- Experience with workflow and decision support tools/systems
- Ability to connect with stakeholders and customers to explain technology, with the proven ability to take insights from customers and translate them into technical deliverables
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- Proven leadership abilities
- Negotiation, contracting and problem solving skills
- Ability to work in a regulated environment
- Knowledge of Healthcare Information Security (data safety)
- Strategic planning and organizational skills
- Experience selling enterprise-wide software solutions which require integration with other systems.
- Cloud/SaaS selling is highly preferred.
- Good listening skills to be able to identify the customer's needs.
- Excellent presentation skills including the ability to deliver C-level meetings.
- A proven track record of high growth and consultative sales.
- Experience managing long sales cycles, and complete understanding of Healthcare/Medical Purchasing behaviors and cycles.

- Ability to function independently, with minimal supervision.
- Ability to travel >50% of the time.

**#LI-KE1**

## **Who We Are**

A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 40 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. Genentech has multiple therapies on the market for cancer & other serious illnesses. Please take this opportunity to learn about Genentech where we believe that our employees are our most important asset & are dedicated to remaining a great place to work.

Genentech is an equal opportunity employer & prohibits unlawful discrimination based on race, color, religion, gender, sexual orientation, gender identity/expression, national origin/ancestry, age, disability, marital & veteran status. For more information about equal employment opportunity, visit our [Genentech Careers page](#).