



CareDx, Inc., headquartered in Brisbane, California, is a global molecular diagnostics company focused on the discovery, development and commercialization of clinically differentiated, high-value diagnostic solutions for transplant patients. CareDx offers AlloMap®, a gene expression test that aids clinicians in identifying heart transplant patients with stable graft function who have a low probability of moderate to severe acute cellular rejection. CareDx is developing additional products for transplant monitoring using a variety of technologies, including AlloSure®, a proprietary next-generation sequencing-based test to detect donor-derived cell-free DNA after transplantation.

CareDx, with its presence through Olerup, also develops, manufactures, markets and sells high quality products that increase the chance of successful transplants by facilitating a better match between a donor and a recipient of stem cells and organs. Olerup SSP® is a set of HLA typing used prior to hematopoietic stem cell/bone marrow transplantation and organ transplantation. XM-ONE® is the first standardized test that quickly identifies a patient's antigens against HLA Class I, Class II or antibodies against a donor's endothelium. For more information, please visit: www.CareDx.com.

Transplant Account Manager

Transplant Account Managers (TAMs) constitute the field sales team at CareDx. Calling on a regional territory; the TAM generates and maintains sales of AlloMap®, our non-invasive blood test for heart transplant patients and AlloSure®, our new non-invasive blood test for kidney transplant patients. You will interface with cardiologists and nephrologists, nurse coordinators, social workers, and other hospital personnel on the transplant team. As a member of the CareDx team, you will work with medical science liaisons, KOLs, and others to introduce AlloMap and AlloSure to transplant centers. You will interface with our marketing team, providing customer feedback and guidance in the development of our marketing programs and materials.

Successful TAMs are self-starters who bring technical expertise combined with strong people skills and business savvy. You are motivated to exceed objectives, and you are a lifetime learner. You also enjoy working in a field where you can help improve the lives of patients, while being at the forefront of the personalized medicine revolution.

Responsibilities:

- Develop, communicate and implement account growth strategies
- Orchestrate deployment of cross-functional team resources
- Provide weekly updates to management
- Prepare and present impactful company presentations and business solutions in a professional manner
- Work with customers and internal functional teams to pro-actively and creatively resolve issues and strengthen business relationships at all levels

- Train laboratory and business partners as needed
- Accurately forecast expected business growth
- Interact with reimbursement manager and payer relations to gain and maintain reimbursement coverage for product(s)
- Establish credibility with leading transplant cardiologists/nephrologists and other members of the transplant team
- Able to navigate complex selling situations

Qualifications:

- Minimum 10 years demonstrated sales success in medical device / biotech / pharma
- BA/BS 4-year degree in nursing, business or life sciences; Master's degree preferred
- 5 years' experience selling molecular diagnostics, device, transplant or biotech products required
- Intermediate to expert level knowledge in a disease state and professional field (transplantation, laboratory or biological sciences)
- Proven experience in establishing and maintaining connections with diverse set of senior contacts
- Must be self-motivated and able to perform tasks and achieve goals with minimum supervision and direction
- Must be willing to travel 50- 75% or greater, including frequent day trips and overnight travel
- Excellent communication and detailed follow-up skills
- Proficient with Word, Excel, PowerPoint, Outlook and salesforce.com
- The successful candidate will display the following qualities: competent, friendly, self-confident, able to form strong customer relationships, highly ethical

Additional Information:

Benefits & Perks: We provide Medical, Dental, Vision and Life Insurance, Flexible Spending and Dependent Care, Commuter Accounts, 401(k) match, 3 weeks of vacation, 5 days sick leave, 1 personal floating holiday, 9 paid holidays, gym reimbursement, yoga onsite, ping pong, foosball, BBQ's, social hours, and more!

Please send cover letter and resume to: HR@CareDx.com

CareDx, Inc. is an Equal Opportunity Employer.

Staffing Agencies and Recruiters:

We appreciate your interest in CareDx, Inc. To develop a working relationship with us, we ask that you please contact our Human Resources Dept. at HR@CareDx.com. All employment openings are managed through our Human Resources Dept. The CareDx, Inc. hiring managers and employees will not accept unsolicited resumes from any source. Submission of unsolicited resumes in advance of an agreement between the Human Resources Dept. and the recruiter does not create any implied obligation on the part of CareDx, Inc. **Therefore, we request that recruiters do not contact employees directly in an attempt to present candidates.** We thank you in advance for your cooperation and look forward to possible job search collaboration in the future!