



Currently we are seeking an experienced **Key Account Manager**, responsible for business development and execution of strategies to effectively capitalize on sales opportunities in collaboration with Life Molecular Imaging's goals and objectives. This individual will work in the specialized market of Neuro-Molecular Imaging within large specialty practices and specialty imaging facilities for Life Molecular Imaging.

Job Responsibilities

The Key Account Manager will be responsible for the business development and achievement of territory sales by utilizing their knowledge and experience to:

- Design strategies to capitalize on sales opportunities and ensure that strategic plans complement market-place needs
- Drive sales in an assigned territory through lead generation, referrals and establishing relationships with prospective customers
- Implement site specific strategies appropriate to account needs
- Work collaboratively with LMI team members as well as radiopharmaceutical partner and industry key opinion leaders to ensure maximal synergies and transparency
- Promote and grows LMI's revenue through value-add services
- Assist in project management and coordination of field activities
- Provide subject matter expertise for nuclear medicine physicians, referring neurologists and specialists
- Update and monitor the feasibility of strategic plans on an on-going basis
- Utilizes CRM for routing, processes and reporting of all activities
- Ensure that sales activities are cost effective, efficient, and within established budget constraints and that sales plans, goals, and policies are consistent with established LMI goals
- Maintain in-depth knowledge of LMI's products, operations, and systems

Job Requirements:

A degree in science, business, marketing or life sciences with a background in radiology/imaging, neurology sales, clinical neuroimaging, business development or relevant experience is required for this position. Knowledge in Healthcare Industry with three years of previous Neurology, radiopharmaceutical or molecular imaging industry experience is preferred. Excellent understanding and articulation of product positioning, feature/function and offering differentiation vs. LMI competitors. Ability to establish product as a novel tool to be utilized in patient care pathway. Proven experience in superior interpersonal and verbal/written communication skills; thorough knowledge of commercial issues associated with nuclear medicine. Established track record of experience in building excellent physician and professional relationships in highly oriented customer service. Strong project management and applications experience (MS Excel, PowerPoint, etc.) with the ability to prepare and present at an executive level.

The job location is in California, USA. We offer a competitive salary with additional benefits.

Please apply by sending your resume and cover letter to hr.us@life-mi.com