

**Associate Regional Account Manager
Job Description**

The **Associate Regional Account Manager** is a passionate, driven, strategic and dynamic sales professional who is highly creative, has a strong track record of driving adoption and clinical pathway acceleration for disruptive products and services in the healthcare realm or business to business sales. This individual works very well in a team environment, has a strong work ethic and an ability to think outside the box to drive accelerated adoption of Aspira Women's Health entire portfolio of products. Aspira Women's Health (AWH) is a growing innovative organization that strives to globally transform women's health, starting with ovarian cancer.

Summary of Purpose:

The **Associate Regional Account Manager** is responsible for working in a team atmosphere to develop volume, penetration of white space, development of new customers and works to ensure current customers are retained and growing in volume and revenue growth. This role will need to be highly strategic, a big thinker and skilled at developing net new markets. The ARAM cultivates business by scoping and targeting growth areas, where Ovarian Cancer patients are presenting, beginning with the ObGyn and GynOnc specialists. The ARAM works together with the Regional Account Directors and cross functional teams at AWH to drive acceptance of testing through the practice or network. The ARAM also recognizes territory specific dynamics and adjusts the territory targeting strategy in order to maximize volume growth. The ARAM focuses on the development and implementation of market specific tactical plans in order to achieve corporate financial milestones. The ARAM cultivates business within the territory based on AWH sales processes and marketing strategies. Aspira is a fast paced, performance driven culture and is seeking candidates that desire to be part of a high growth company and perform at very high levels.

Accountabilities

1. Engage in activities that help the RADs drive volume and revenue growth of AWH Products.
2. Drive new business metrics for assigned RADs
3. Engage and maintain current customers to ensure base business is growing.
4. Work Cross functionally across the organization to ensure corporate and team goals are achieved.
5. Sound management of T&E

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