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|  | Business Development Manager Job Description | SOP | Effective Date: 12/13/2022 | Page: 1 of 2 |
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| Job Title: | Business Development Manager | Department: | Quality |
| Supervisor: | Chief Operations Officer (COO) | Employment Status: | <input checked="" type="checkbox"/> Full Time <input type="checkbox"/> Part Time |
| Work Location: | Ausin, TX (hybrid remote) | FLSA Classification: | <input checked="" type="checkbox"/> Exempt <input type="checkbox"/> Non- Exempt |

Position Summary

We are seeking a sharp and resourceful Business Development Manager to strategically support a rapid expanding company in a dynamic and diverse work environment. Ideal candidates will thrive in extremely fast-paced, dynamic environments requiring high levels of execution ability and adaptability.

Responsibilities List

The position requires a detail-oriented person with excellent communication, written and verbal, organizational skills, and sales skills. The Manager must be able to manage multiple projects simultaneously while producing high-quality materials, providing excellent client relations and timely follow-up. Individual must be an articulate public speaker and be able to represent the Company, its Technology and Products accurately and effectively.

With guidance from the Senior Management, this individual will produce leads and revenue.

- Identify and assess areas of unrealized revenue potential and actualize the development, successful launch, and integration of innovative initiatives and product offerings into the marketplace while maintaining key relationships with internal and external business partners
- Implement the business development strategy based on input from Strategic Marketing, Senior Management Team, and R&D.
- Identification, assessment, acquisition, and integration of new business opportunities. The scope of this responsibility includes: Assessing potential opportunities from business, strategic, clinical, and technical perspectives and evaluating and implementing acquisitions.
- Manage key relationships with internal and external business partners.
- Establish and develop new business relationships according to the specific goals and desired outcomes defined by the annual performance plan.
- Source licensing and supply agreement deals, coordinating as appropriate with Corporate legal, Finance, R&D, and CEO.
- Assists with negotiations and contracting.
- Prepare and deliver presentations of proposed business opportunities to management at all levels.
- Perform other duties as assigned.

Education

Bachelor's Degree in Business (or related field), or equivalent work experience required.
MBA preferred but not required.

Experience

☐ N/A

- 5-10 years' experience in Diagnostics Business Development is a plus
- Solid history of overperformance in meeting sales revenue objectives
- Solid industry knowledge of clinical, laboratory services, laboratory diagnostics or related sciences required.
- Ability to interpret and analyze information and translate it into actionable tasks
- Ability to effectively manage time, prioritize work, multi-task across assignments

| Knowledge and Skills | <input type="checkbox"/> N/A |
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| <ul style="list-style-type: none"> • Strong communications including telemarketing and written skills • Strong research skills in determining market conditions and potential new clients • Excellent sales call organizational skills and follow-up • Creativity in designing new programs and in working with clients • Requires excellent teamwork skills in dealing with internal and external clients • Advanced proficiency in Microsoft Office and Microsoft Teams required; proficiency in SharePoint & CRM software - Salesforce strongly preferred | |

| Employee Core Values & Principles |
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| <ul style="list-style-type: none"> • Coachable: Willing to keep learning and never stop improving. We believe when you stop learning, you stop growing. Our team members are always open to learning and desire constant improvement. • Team Player: Willing to speak up to help us play bigger. We work together and succeed together. We want our technology to reach the world, so we can't be afraid to stand up and speak up. • Get It Done – No Excuses: We expect to win and hate to lose. • Take Initiative: We are trail blazers and find our own path forward. We are working on cutting edge technology and are proud to be pioneers in our field. • All In to Make a Difference: The passion for our product keeps us going each day. The better we do our jobs, the faster we can make a difference in someone's life. |

| Travel Requirements | <input type="checkbox"/> N/A |
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| This position may require overnight travel with traveling up to 10% of the time (including face to face meetings with vendors, conferences or visits to Tampa, FL location). | |

| Other Duties |
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| Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice. |

The signed Job Description is to be maintained on file by HR and/or Department