

DIRECTOR OF SALES, QUANTITATIVE LIVER IMAGING

COMPANY

Hepatiq Inc. makes HEPATIQ® – The Ultimate Liver Test™. This software product uses standard Technetium-99m sulfur colloid SPECT images for the diagnosis, staging, prognosis, interventions and monitoring of liver disease. Customers are hospitals and imaging centers equipped with a SPECT scanner. We have developed the HEPATIQ product, secured patents & trademarks, obtained FDA clearance, and are now generating recurring revenues from customers.

Currently, physicians use blood tests, elastography and biopsies to assess liver disease. All of these tests score or estimate the extent of fibrosis (or scarring) in the liver. None quantify the remaining function. It is important to measure the residual function as the liver can regenerate and blood flow to the liver can increase to get more function out of what is remaining. Research studies show that function outperforms fibrosis in the prediction of disease outcomes. HEPATIQ is the only product on the market that precisely quantifies liver functional reserve.

DUTIES

The Director of Sales will spur the widespread adoption of HEPATIQ by nuclear medicine and radiology departments. He or she will work with clinical physicians, such as, hepatologists, gastroenterologists, oncologists, internists, interventionists, and surgeons to increase awareness of the benefits of HEPATIQ and prompt more referrals for the test.

The Director of Sales will build up the rep network and manage sales activities. They will also manage marketing efforts, participate in medical conferences, lead customer education and advertising efforts. Their prime responsibility is rapid revenue growth. The work environment provides daily opportunities to interact with the medical community and key opinion leaders. Job requires high standards of quality and the ability to act quickly.

QUALIFICATIONS

- At least 5 years of medical sales experience.
- Track record of increasing sales revenue.
- New medical device marketing experience is a plus.
- Bachelor's degree or equivalent.
- Able to work at company headquarters in Irvine, California.
- Connects quickly with customers, welcomes responsibility and is decisive.

WHY JOIN HEPATIQ?

- HEPATIQ is the only FDA cleared quantitative liver function product on the market
- Other tests score or estimate liver fibrosis; function outperforms fibrosis in predicting outcomes
- 6 US patents and 5 foreign patents; 10 registered trademarks
- Liver diagnostics market is \$12 billion/year worldwide, growing 12% per year
- Customer gets reimbursement from patients' insurance and pays us.
- Pure software product; zero manufacturing cost resulting in large gross margins

TO APPLY

This is a ground floor opportunity – become part of a team whose vision is better diagnosis and prognosis of chronic liver disease. To apply, please send resume and compensation requirements to Mr. Dipu Ghosh, CEO, at dghosh@hepatiq.com.