

Manager, Business Strategy

Nanopath is a well-funded Series A-stage company working to develop a first-in-class *in vitro* diagnostics platform to revolutionize the way we diagnose disease. Nanopath works to disrupt traditional molecular testing methodologies by bringing them closer to the patient. We aim to improve the lives of patients, starting with women, using our purpose-built tool that provides actionable information within a single office visit.

The company was spun out from Dartmouth College and is now based at LabCentral, the premier life science incubator in the Kendall Square ecosystem. As a company, we are committed to health equity and the design of solutions for underserved populations and low-resource settings. Corporate sustainability – both environmental and social - is at the forefront of our decision making.

Role

- Work directly with founders to drive commercial direction for the business
- Conduct customer discovery to develop target product profiles across a range of clinical indications
- Understand and analyze electronic medical record data to draw conclusions about market sizing, including healthcare economics modeling
- Lay the groundwork for our comprehensive reimbursement and regulatory strategy
- Remain at cutting-edge of biotech and the diagnostics field by representing Nanopath at trade shows and conferences

Technical Qualifications

- Excellent quantitative skills and the ability to conduct complex commercial analyses and assignments
- Exceptional communication (written and verbal), organization, and interpersonal relations skills
- Familiarity with some of the following: clinical trial design, electronic medical records, clinical workflows, reimbursement
- Ability to work independently in a dynamic and multi-task environment
- Conversational familiarity with laboratory research including standard molecular assay protocols

General Qualifications

- B.S./B.E./B.A plus 3-5 years industry experience (life science strategy, consulting, or business development preferred) OR M.S./M.B.A/Ph.D plus 0-2 years
- Excellent communication and presentation skills, extremely polished when engaging with external collaborators, highly organized with demonstrated curiosity
- Proactive self-starter with eagerness to adapt to a fast-paced, dynamic startup environment
- Passion for technology translation and willingness to shape Nanopath's future

How to apply: Apply at <https://boards.greenhouse.io/nanopathinc>

Location: Cambridge, MA

Nanopath Inc. is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

700 Main Street, North
Cambridge MA