

General Manager USA | Boston or New York

Your role

You will play an essential leadership role in this rapidly growing organization, reporting into Sight's Chief Commercial Officer in London. With total responsibility for Sight's largest market, you will collaborate closely across all members of the management team and board, including the CEO.

The role requires an entrepreneurially minded leader, excited by the prospect of rapidly building a business. To be successful in the role, you will be expected to:

- Take overall responsibility for Sight's commercial performance, operations and team in the US
- Rapidly scale Sight's US organization, building a team of performance-driven exceptional individuals, who embody Sight's mission and culture
- Shape Sight's overall strategy for breaking into the US market, taking critical early decisions on growth strategy, GTM approach, pricing, and sales
- Develop, negotiate and close major deals with strategic partners at the national and international level to drive market access and business development efforts
- Play a central role in future regulatory submissions and applications, including overseeing major US clinical trials, research partnerships, and supporting the next generation of R&D
- Engage in a broad variety of public relations and marketing activities including medical and technology conferences, media events, news articles, TV and online video content, and media outlets
- Collaborate closely with other business heads including the full management team, Global Head of Strategy, Head of Marketing, VP Product, VP R&D, and manufacturing team
- Work closely with the management team on future investment rounds, supporting board/investor engagement where appropriate

Your skills, experience and potential

To succeed in this role, you:

- You are a natural entrepreneur and leader, capable of rapidly scaling and operating a growth business
- You are a distinctive all-rounder with hands-on commercial experience in the context of a rapidly growing technology businesses
- You have strong commercial instincts, an ability to influence senior decision-makers and experience in managing strategic partnerships
- You are comfortable taking ownership of broad a variety of activities in a highly visible and public role
- You have experience in running marketing campaigns, media management, public relations activities, and events etc.
- Either have familiarity with the healthcare sector, a medical background, or academic background in a relevant scientific field
- Are a distinctive communicator and enjoy collaborating in a multicultural organization that champions a diverse and inclusive working culture

About Sight Diagnostics

The faster we diagnose, the faster we can treat. At Sight Diagnostics, we aim to improve health through faster and pain-free diagnostic testing.

Sight's latest device, OLO, performs a Complete Blood Count, the most commonly ordered blood test, in minutes, not hours. It's compact: designed to be used by anyone, anywhere. The OLO analyzer is FDA 510(k) pending, not available for sale in the United States.

Sight's method, developed over a decade of research, represents a step-change in diagnostic technology. Our analyzers create a digital version of your blood, by capturing 1,000 highly detailed images of a finger prick sample, which is then analyzed by our proprietary algorithms. Sight's first product was focused on detecting Malaria, used in 24 countries, and has delivered almost 1 million tests to date.

At Sight, exceptional individuals work together to achieve extraordinary things. We have rapidly growing offices in London, Silicon Valley, and Tel Aviv.

Learn more at sightdx.com.

Our policy

Sight is an equal opportunity employer. We don't discriminate on the basis of age, gender, race, religion or belief, sexual orientation, or disability.

Location

The candidate will be empowered to establish Sight's first permanent US office, on the East Coast.