



Strategy Lead | US

Your role

You will play a central role in a rapidly growing commercial team, reporting directly to Sight's Global Head of Strategy.

Your work will be critical to shaping the company's future: as such, you will have regular exposure to other members of the management team.

The role offers diverse and entrepreneurial day-to-day responsibilities. For example, you will:

- Contribute towards critical early decisions on US growth strategy, GTM approach, pricing, and business development, using an evidence-based approach
- Continue to establish Sight's knowledge base through market research, expert interviews, and competitor analysis
- Support the Head of US in designing and growing the commercial organization and operations, including hiring further top talent where required
- Support early business development efforts, research partnerships, clinical trials, pilots, and industry events
- Collaborate closely with all members of the commercial team, including other country heads, sales, marketing, and product, on a variety of topics
- Work closely on investment rounds, supporting board/investor engagement
- Have opportunities to grow rapidly with the company, be empowered to make decisions with autonomy, and be expected to act upon them quickly

Your skills, experience and potential

To succeed in this role, you:

- Have 1-3 years' experience with a top tier management consultancy and a distinctive performance record
- Have hands-on experience in entrepreneurial environments and a good understanding of working at pace in rapidly growing businesses
- Either have familiarity with the healthcare sector, a medical background, or an academic background in a relevant scientific field
- Excel at juggling priorities across multiple projects and be comfortable operating with autonomy
- Enjoy structuring intellectually complex problems and respect an evidence-based approach to decision making
- Are quick to build expertise and a deep understanding of both the product and the relevant areas of the market
- Are a distinctive communicator: with excellent written and spoken English
- Enjoy collaborating in a multicultural organisation 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, New York, and Tel Aviv.

Learn more at sightdx.com.

Apply now

Email us at usa.careers@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 role is based at Sight's main commercial hub in Camden, London, where the Chief Commercial Officer sits. The company also has offices in Tel Aviv and Silicon Valley. Infrequent international travel is to be expected, where necessary or desirable.

Apply now

Email your CV to uk.careers@sightdx.com