Vice President of Sales at Oxford Cancer Analytics

Placement title	VP of Sales
Location	Remote North America
Hours	Full time

About Oxford Cancer Analytics (OXcan)

Oxford Cancer Analytics (OXcan) is revolutionizing cancer diagnostics by combining advanced proteomics and proprietary machine learning to enable early, and accurate personalized intervention. Our mission is to enable early cancer detection, improve patient survival rates, and reduce the financial burden of late-stage cancer treatments. OXcan is poised for rapid growth, and we need a VP of Sales to execute our commercial strategy, orchestrate market penetration for our cutting-edge platform, and drive exponential growth in the oncology diagnostics landscape.

Role Overview

As the VP of Sales, you will spearhead OXcan's commercial growth by leveraging your deep expertise in diagnostics and proven ability to establish new markets. This role demands both strategic vision and hands-on execution, evidenced by your successful launches of novel diagnostic solutions. You will work cross-functionally with Commercial, Regulatory, and Product Development to position OXcan's platform in early cancer diagnostics. By building high-value relationships with key healthcare stakeholders, you will champion OXcan's mission to improve patient outcomes through early cancer detection.

Key Responsibilities

Sales Growth & Strategy
- Establish commercial distribution channels for OXcan, with an initial emphasis on high-risk lung cancer markets in the United States.
- Develop territory plans, forecasts, and revenue targets, ensuring alignment with the company's pre-revenue growth objectives.
- Collaborate cross-functionally to adapt and optimize our sales strategy based on real-time data and stakeholder feedback.

Product Advocacy
- Serve as the commercial expert for OXcan's diagnostic solutions, translating complex scientific concepts into clear, compelling value propositions for healthcare professionals, and patients.
- Conduct in-depth product demonstrations, workshops, and thought-leadership sessions that position OXcan as a trusted partner to improve early lung cancer detection.

Customer & Stakeholder Engagement
- Forge and maintain strategic relationships with key decision-makers, including executives, department heads, and lab directors in healthcare organizations.
- Gather and relay market insights to inform product development, pricing strategies, and data generation needs for regulatory and payer discussions.

Market Intelligence
- Continuously monitor trends in diagnostic testing, oncological therapeutics, and competitive landscape to identify and seize new business opportunities.

- Provide regular market updates and performance dashboards to internal leadership, recommending course corrections as necessary.

Territory & Pipeline Management
- Implement scalable CRM and reporting tools to monitor pipeline health, measure sales performance, and inform strategic decision-making.
- Evaluate and prioritize new geographies, partnerships, and product-line expansions that reinforce OXcan's leadership to enable early cancer detection for improved patient outcomes.

Qualifications

Education
- Bachelor's degree in Life Sciences, Business, or a related field (advanced degree strongly preferred).

Experience:
- 7+ years of progressive sales leadership in diagnostics, life sciences, or a related healthcare segment.
- Proven success bringing a novel diagnostic to market in the U.S. within the last 5 years, including securing reimbursement pathways and navigating regulatory considerations.
- Demonstrated track record of developing strong relationships with KOLs (academic and community) and leading high-performing sales teams to surpass revenue targets.
- An entrepreneurial spirit—driven, strategic, and enthusiastic about winning in fast-evolving markets.

Skills & Competencies:
- Skilled at spotting and translating market needs into solutions, quickly pivoting when necessary, and driving adoption in competitive landscapes.
- Capable of closing contracts with large healthcare systems, labs, and payers, leveraging a consultative approach to secure both immediate and long-term sales.
- Thrives in a Series A startup environment, embracing ambiguity, iterating rapidly, and balancing short-term wins with longer-term strategic goals.
- Exceptional cross-functional collaborator who rallies teams around shared objectives and fosters an environment of continuous improvement.

Professional Development

This role offers the opportunity to shape the commercial strategy of a high-impact startup working at the forefront of oncology diagnostics. You will work closely with interdisciplinary teams, including experts in proteomics, machine learning, and regulatory affairs, to drive product innovation. As OXcan expands into new geographies and product lines, there is potential for this position to evolve.

Please submit cover letter and CV/resume to d.szulc@oxcan.org