

Job Title – National Key Account Director

Location – Remote with 40-60% Travel

LENZ Therapeutics is a late-stage clinical company developing innovative ophthalmic pharmaceutical products that improve vision, proudly based in San Diego. LENZ employees are united in a mission to improve and sustain vision. We are passionate and creative about applying scientific innovation to meet the needs of the millions of people worldwide who suffer from Presbyopia and other ophthalmic maladies. We focus on the development and commercialization of new therapies to bring our mission to life for patients every day.

We are committed to providing an engaging, rewarding work experience that reflects the passion our employees bring to our mission to improve and sustain vision. Our company fosters a diverse and inclusive culture where our employees are encouraged to learn, grow, and innovate, while making a meaningful difference for millions of people around the world.

LENZ provides equal employment opportunities to all employees and applicants.

Overall Purpose: The National Key Account Manager will be responsible for the development and collaboration of Key Opinion Leaders (KOLs), national corporate/private equity accounts and leading our inside sales team. This role is solely focused on communicating with Optometrists and Ophthalmologists.

The National Key Account Manager is responsible for developing and executing strategies to maximize market penetration within key national accounts. This role involves building and maintaining strong relationships with key stakeholders and collaborating cross-functionally to ensure the successful implementation of account-specific initiatives. Additionally, this position will also be responsible for leading the inside sales team to achieve/exceed sales goals and objectives.

Key Responsibilities of the Role:

- Identify, cultivate, and maintain professional relationships with established and up-and-coming national Key Opinion Leaders in Optometry and Ophthalmology.
- Build and maintain strong relationships with key decision-makers and influencers within national accounts including corporate/retail optometric accounts and Private Equity groups.
- Lead and manage a team of inside sales representatives to meet and exceed sales goals.
- Develop and execute strategic account plans to achieve key objectives and maximize market penetration.
- Coordinate and lead tailored, on-label discussions with KOLs across key initiatives and events.
- Collaborate with internal teams, including sales, training, and marketing, to align strategies and resources to support key account objectives.
- Monitor market trends, competitive activity, and customer needs to identify growth opportunities.



- Analyze sales performance data and KPIs to track progress against targets and identify areas for improvement.
- Drive innovation and continuous improvement initiatives to enhance customer satisfaction and drive competitive advantage.
- Represent the company at industry events, conferences, and customer meetings to promote LENZ Therapeutics products and build brand awareness.
- Monitor sales metrics and performance indicators to identify areas for improvement and implement corrective actions as needed.
- Provide ongoing training, coaching, and mentorship to inside sales representatives to enhance their sales skills and performance.
- Ensure compliance with regulatory requirements and company policies and procedures.

Additional Dimensions:

- This position will be field based (remote) anywhere in the continental United States and employee must live within commuting distance to a major airport.
- This position reports directly to the VP, Sales.
- Travel to conferences, account meetings, and our corporate headquarters in San Diego, CA will be required, an estimated 40-60%.

Qualification Requirements:

Expertise:

- Proven track record of success in building and managing relationships with key national accounts in Optometry & Ophthalmology.
- Strong understanding of the pharmaceutical industry, including knowledge of the presbyopia market and regulatory requirements.
- Excellent communication and presentation skills.
- Strategic thinker with the ability to develop and execute complex account plans.
- Analytical mindset with proficiency in data analysis and financial acumen.
- Experience in inside sales, with a track record of achieving sales targets and leading a successful sales team.
- Results-oriented with a focus on driving sales growth and achieving business objectives.
- Ability to adapt to changing market conditions and customer needs.
- Strong organizational skills with the ability to manage multiple priorities and meet deadlines in a fast-paced environment.

Education and Experience:

- Bachelor's degree in business, marketing, or a related field; MBA or advanced degree preferred.
- Minimum of 8 years of experience in pharmaceutical sales and 1-2 years in account management or related roles.

**Physical Demands and Work Environment**

Typically works in an office environment and at ophthalmic practitioner's locations. May, on a continuous basis, sit at desk for a long period of time, intermittently answer telephone and write or use a keyboard to communicate through written means. Some walking and lifting up to 20 lbs. may be required. The noise level in the work environment is usually low to moderate. Must be flexible to work varying schedules and hours as needed. Frequent out-of-town travel will be required. The physical demands described above are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Salary Range

- \$200,000 - \$225,000