



Job Title – Associate Specialty Sales Representative, Eye Care

Location – Remote, 80% travel

LENZ Therapeutics is a pharmaceutical company focused on the commercialization of VIZZ® (aceclidine ophthalmologic solution) 1.44%, the first and only FDA-approved aceclidine based eye drop for treating presbyopia, a condition impacting an estimated 1.8 billion people globally and 128 million people in the United States. LENZ is commercializing VIZZ® in the United States and continues to establish licensing partnerships internationally to provide access to VIZZ globally. The company is headquartered in San Diego, California.

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.

Overall Purpose:

We are seeking a highly motivated and flexible Associate Specialty Sales Representative to support sales efforts across multiple territories within an assigned region. This role is ideal for a dynamic professional who thrives in a fast-paced environment, enjoys travel, and excels at building relationships with new customers.

This role will provide sales coverage, product education, and customer support in territories with open or vacant positions, ensuring continuity of service and strong engagement with targeted healthcare providers.

Key Responsibilities of the Role:

- Provide sales coverage and support across multiple territories within the assigned region, particularly in areas with vacant roles or increased business needs
- Travel requirements will be frequent, with up to 80% travel expected depending on territory size and coverage needs, including travel on short notice
- Deliver product education and clinical resources to targeted physicians and healthcare professionals
- Build and maintain strong relationships with new and existing customers across diverse geographic areas
- Execute territory business plans to drive product awareness, adoption, and sales performance
- Quickly assess territory needs and adapt strategies to maximize impact during short-term assignments
- Collaborate with regional leadership and cross-functional partners

- to ensure alignment and seamless coverage
- Maintain accurate records of customer interactions and sales activities
- Represent the company professionally while adhering to all compliance and regulatory guidelines

Additional aspects for the role:

- This role requires extensive travel (up to 80%) within and beyond the assigned territory, including attendance at sales meetings, conferences, and customer engagements.
- Residence within reasonable commuting distance of a major airport is required.
- This is a field-based (remote) position. The candidate must reside within the assigned territory and should expect frequent travel to support multiple territories throughout the quarter and year based on business needs.
- The position reports directly to the District Manager.

Qualification Requirements:

- Bachelor's degree in business, marketing, or a related field.
- 0-1 years of sales or internship experience, interest in entering pharma industry.

How You'll Thrive Here:

- Operates with agility and adaptability in a fast-paced, evolving environment.
- Embraces a launch mindset – proactive, flexible, and motivated by bringing a new product to market.
- Approaches challenges with optimism, respect, and a solutions-oriented attitude.
- Collaborates cross-functionally with openness and accountability, living the LENZ values of teamwork and trust.
- Thrives in a growth-driven culture, welcoming feedback and learning through change.

Physical Demands and Work Environment

This is a field-based (remote) position. While traveling, 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**

- \$90-105k per year, based on experience.

Mission Statement:

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.