



Business Development Representative (DNA life) – USA West Region (Remote / Field-Based)

Overview:

Nordic Laboratories is part of Nordic Group, a purpose-driven organisation dedicated to improving global health through functional medicine and personalised healthcare. Through our DNA life brand, we provide advanced genetic testing solutions that empower healthcare practitioners to deliver precision-driven, preventative care.

As we continue to expand across the United States, we are seeking a motivated and consultative **Business Development Representative** to drive growth of the DNA life diagnostic portfolio. This role focuses on building strong practitioner relationships, supporting clinical adoption and expanding market presence through ethical, education-led commercial activity.

The role:

The Business Development Representative will play a key role in expanding DNA life's U.S. footprint by growing new practitioner partnerships and increasing utilisation across existing accounts.

You will act as a trusted partner to healthcare providers — introducing our genetic testing solutions, supporting clinical integration and driving sustainable revenue growth through a consultative sales approach. This role combines field engagement, practitioner education, and close collaboration with marketing, medical education and commercial teams.

Key Responsibilities:

In this role you will have:

- Bachelor's degree (life sciences strongly preferred)
- Experience in business development, healthcare sales, diagnostics or functional medicine
- Strong consultative selling and relationship-building skills
- Confidence communicating scientific and clinical concepts
- Self-motivated, organised and comfortable managing a large geographic territory

- Ability to travel within the U.S. West region and attend industry events; residency required in CA, OR, WA, ID, CO, UT, AZ, or NM
- Passion for personalised health, longevity and precision medicine

Package:

- Base Salary: \$80,000
- On-Target Earnings (OTE): \$100,000+ depending on performance
- Location: Remote / Field-Based — USA West Region

Benefits:

- Opportunity to work within a mission-driven precision health company
- Science-led commercial culture grounded in education and integrity
- Collaborative global team environment
- Career growth within an expanding U.S. market
- Discounts on functional medicine testing and supplements
- Industry events and ongoing professional development

Application question(s):

- Please confirm your current state of residence
- Please outline your experience within diagnostics, functional medicine or healthcare sales
- Please confirm your salary expectations and alignment with the advertised package

Apply by sending your CV with a short introduction outlining your experience in diagnostics, functional medicine or health-focused sales to jobs@nordicgroup.eu