

West Coast Regional Sales Manager — Esophageal String Test® / Allergy Diagnostics EnteroTrack | Full-Time | West Coast / Western U.S. Territory

EnteroTrack is seeking a high-performing **West Coast Regional Sales Manager** to expand adoption of the **Esophageal String Test®**, a minimally invasive, office-based test used to support monitoring of eosinophilic esophagitis (EoE) activity. This is an opportunity to join a growing diagnostics company at an inflection point, with strong clinical validation, real-world adoption, Medicare reimbursement, and significant commercial upside.

The ideal candidate is an experienced, entrepreneurial sales professional who can rapidly open and grow accounts across the Western U.S., with particular focus on allergists, pediatric gastroenterologists, adult gastroenterologists, specialty clinics, and large clinical groups managing patients with EoE.

About EnteroTrack

EnteroTrack is transforming how upper GI diseases are monitored and studied. Our platform uses a simple swallowable capsule-string device to collect upper GI samples without endoscopy or anesthesia, enabling molecular testing for diseases such as EoE and other upper GI conditions. Our lead commercial test, the Esophageal String Test®, is designed to make EoE monitoring more practical for physicians, patients, and health systems.

Role Responsibilities

The West Coast Regional Sales Manager will:

- Develop and execute a territory plan to expand EST adoption across key Western U.S. markets.
- Identify, engage, and convert high-potential allergy, GI, pediatric GI, and multidisciplinary EoE practices.
- Educate physicians, advanced practice providers, nurses, and clinic staff on appropriate EST use, workflow integration, patient positioning, and reimbursement pathways.
- Drive account onboarding, repeat utilization, and expansion within existing practices.
- Build relationships with regional KOLs and high-volume EoE centers.
- Collaborate with EnteroTrack leadership, laboratory operations, customer support, marketing, and reimbursement teams.
- Maintain accurate CRM activity, account pipeline, adoption metrics, and revenue forecasts.
- Represent EnteroTrack at regional conferences, society meetings, practice group meetings, and customer education events.

Ideal Candidate

We are looking for someone who has:

- 5+ years of successful sales experience in diagnostics and specialty laboratory testing with experience selling to allergists, primary care, GI, ENT, or functional medicine practices.
- A track record of building new territories, opening new accounts, and growing repeat utilization.
- Experience selling into physician offices, specialty clinics, health systems, or regional medical groups.
- Strong ability to communicate clinical value propositions clearly and accurately.
- Comfort working in an early-stage growth company where culture, execution, persistence, and accountability matter.
- Excellent relationship-building skills with physicians, APPs, nurses, practice managers, and administrators.
- Experience with GI, allergy, EoE, pathology, molecular diagnostics, or reimbursed laboratory testing is strongly preferred.
- Residence in a major Western U.S. market is preferred, including Southern California, Northern California, Pacific Northwest, Arizona, Nevada, Utah, Colorado, or nearby markets.

Compensation and Benefits

Competitive base salary plus performance-based bonus / incentive compensation. Estimated total compensation range: **\$60,000 - \$140,000**, depending on experience, location, and performance. Benefits include health insurance, paid time off, retirement plan, travel reimbursement, and **participation in equity incentive plans**, among others.

Why Join EnteroTrack?

This is a chance to help commercialize a clinically meaningful test in a growing disease area where physicians and patients need better alternatives to repeated endoscopy. The role offers the ability to shape a major territory, influence the commercial model, and contribute directly to the growth of a differentiated upper GI diagnostics platform.

How to Apply

Interested candidates should submit a resume and a brief note describing their experience growing physician-office, specialty diagnostics, medtech, GI, allergy, or laboratory testing accounts. Please send to info@enterotrack.com and indicate “West Coast Sales” in the subject line.

EnteroTrack is an equal opportunity employer.