

Product Specialist, Urology (1-year contract)

Astellas Pharma Canada is currently searching for a Product Specialist, Urology on a 1-year contract, for the Niagara/St. Catharines territory.

Description

Responsible for achieving annual sales goals by promoting Astellas products and services to physicians and other medical personnel within assigned geography. Educate customers on the use, characteristics, advantages, indicated treatments and all other developments related to promoted products. Professionally represent Astellas in the field and ensure high levels of visibility and customer satisfaction in territory. Maintain effective communication and relationships with key external and internal customers.

Essential Job Duties

1. Promotes assigned Astellas Pharma Canada, Inc. (APCA) brands to all associated and relevant targeted office and hospital-based Health Care Providers in a professional manner. Develops and maintains strong relationships with these providers. Offers superior, timely customer service. Demonstrates strong territory organizational skills and time management. Provides prompt and accurate feedback of customer responses to marketing pieces.
2. Creates and maintains an annual territory business plan to maximize business opportunities and achieve annual territory objectives. Manages territory budget to assigned budgetary target.
3. Achieves annual sales forecasts through professional implementation of approved sales and marketing programs and materials. Uses clinical studies to communicate the superiority of Astellas pharmaceutical brands.
4. Demonstrates strong organizational skills in CHE (Continuing Health Education) execution. Conducts relevant CHE events; adhering to Innovative Medicines Code of Ethical Practices.
5. Uncovers meaningful educational opportunities for our customers through various preceptorship and conference vehicles. Uncovers sponsorship and institutional grant opportunities for our customers that enhance the eventual quality of patient care and create greater visibility for APCA as a partner in Canadian Health Care.
6. Attends relevant conferences as agreed upon by the Product Specialist and the Sales Manager or designate. Attends two -three sales meetings a year.
7. Completes all administrative responsibilities as outlined by the Sales Manager or designate. Maintains a current database and customer interface history utilizing the software packages provided by APCA. Maintains a diary of ongoing performance in order to facilitate effective year end performance reviews and plan for ongoing development.

8. Adheres to all APCA policies and procedures (e.g. Travel and Entertainment Policy), Compliance Guidelines as well as Innovative Medicines Code of Ethical Practices.
9. Maintains at all times a professional, respectable and dignified image as a representative of APCA.
10. Maintains all company capital in good working order, including computers, office equipment and company vehicle etc.
11. Accountable for maintaining (self and, if applicable direct reports) a thorough understanding and adherence to all applicable code, policies and regulations (i.e. Innovation Medicines Canada Code of Ethical Practices, code of conduct, etc.). Upholds a commitment to compliance and operates with integrity within all business activities. Upholds a commitment to compliance by exercising proper supervision and oversight to ensure due diligence within one's region.

Required Qualifications

- University degree required.
- Minimum of three years sales experience in an established pharmaceutical company
- Demonstrated ability to understand and effectively communicate scientific information is imperative.
- Proven oral and written communication skills.
- Prior experience and skills in time management including a frequent travel schedule.
- Proficient in Microsoft Office and customer relationship management databases.

Preferred Qualifications

- Advanced or professional degree in a health care discipline or in the life sciences, or an advanced degree in business.
- Experience with teaching and/or tertiary care hospitals.

If your skills and experience match our needs, please email your resume to:
employment@astellas.com.

Astellas Pharma Canada welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the hiring process.

No telephone inquiries, in-person applications, or agencies please. While we appreciate all applications, only candidates under consideration will be contacted.