

## National Business Manager, Hospital

Astellas Pharma Canada is currently searching for a National Business Manager, Hospital reporting to the Business Unit Director, Hospital.

### Description:

National Business Manager is responsible for the effective strategic and tactical implementation of the marketing and sales strategy for assigned therapeutic brands and accounts. Provide strategic leadership to Key Account Managers and internal cross-functional stakeholders to ensure achievement of annual sales goals, securement and maintenance of profitable contracts with key accounts.

The National Business Manager is also responsible for the dedicated recruitment, coaching, development, management and motivation of the Key Account Manager team.

### Essential Job Duties:

- Maintains full complement of Key Account Managers by hiring for vacant or new positions. Coordinates the interview and selection process collaborating with Human Resources and the Business Unit Director.
- Ensures Key Account Managers receive appropriate training and development as required. Investigates the appropriate internal and external forums to meet the developmental needs of all Key Account Managers as outlined in their Individual Performance Reviews and as it relates to the organization's succession plan.
- Conducts detailed mid-year and annual performance reviews for all Key Account Managers.
- In conjunction with Business Unit Director, sets annual quotas and objectives for sales team.
- Leads the agenda development and organization of all regional sales meeting. Co-leads national sales meeting with Marketing.
- Support Marketing in creation of five (5) year strategic plan.
- Execute one (1) year Tactical Plan by leading the collaborative development of Regional POAs, account specific business plans, and territory budgets. Provide oversight and coaching to Key Account Managers on execution of all of the above to meet set expectations and timelines.
- Lead the development of contracting and pricing strategy for our brands as per internal process and in collaboration with PAGR, marketing, Business Unit Director. Provide oversight and ensure execution by Key Account Managers.

- Responsible for being an expert on the hospital business- sales, customers, stakeholders, patient groups, etc. through interpretation of data, reports, analytics, market research insights, stakeholder mapping. Actively participates in Forecasting.
- Develop and evolve as needed, an appropriate business plan template/stakeholder map for Key Account Managers and ensure usage.
- Develop appropriate relationships with key stakeholders (e.g., Key Opinion Leaders, Pharmacy Lead, P&T committee, procurement stakeholders, and relevant central agencies) and participate in protocol/pathway discussions while following compliance guidance.
- Accountable for maintaining (self and 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

- Bachelor Degree
- Minimum of eight (8) years' experience in hospital/specialty sales in the pharmaceutical/healthcare industry
- Minimum of three (3) years at the Sales Manager level required
- Minimum of three (3) years of Product Management/Marketing experience
- Strong strategic thinking skills, negotiation skills, business acumen, and analytical capability
- Outstanding interpersonal, oral and written communication and presentation skills
- Must be willing to travel approximately 40%-50%

### Preferred Qualifications

- Key Account or Strategic Account Management experience
- Strong knowledge of the hospital system, procurement, contracting.
- Strong coaching capability

If your skills and experience match our needs, please email your resume to:  
[employment@astellas.com](mailto: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.*