

Product Specialist - Oncology

Astellas Pharma Canada is currently searching for a Product Specialist - Oncology for the territory of Atlantic Canada reporting to the Sr. Sales Manager, Oncology. This role is located in Halifax, Nova Scotia.

Description:

The Product Specialist – Oncology is responsible for achieving annual sales goals by promoting Astellas products and services to physicians, medical personnel and hospitals within assigned geography. The Product Specialist – Oncology also ensures that customers understand the use, characteristics, advantages, indicated treatments and all other developments related to promoted products. In addition, this role professionally represents Astellas in the field and ensure high levels of visibility and customer satisfaction in territory as well as maintain effective communication and strong relationships with key external and internal customers.

Essential Job Duties:

- Promotes assigned Astellas Pharma Canada, Inc. (APCA) brands to all associated and relevant targeted hospital and community 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.
- Ensures that all relevant APCA brands are included on hospital formularies and/or protocols as per strategy.
- Creates and maintains an annual territory business plan to maximize business opportunities and achieve annual territory objectives. Manages territory budget to assigned budgetary target.
- Achieves annual sales objectives through professional implementation of marketing strategy and use of approved sales and marketing materials.
- Demonstrates strong organizational skills in execution of approved programs adhering to all applicable internal and external policies and codes.
- Uncovers meaningful opportunities to improve and enhance the quality of patient care
- Attends relevant approved conferences as agreed to with the Sales Manager and BUD. Attends two - three sales meetings a year.
- 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.

- Adheres to all applicable APCA policies and procedures (e.g. Travel and Entertainment Policy) as well as IMC Code of Ethical Practices. Upholds a commitment to compliance and operates with integrity within all business activities.
- Maintains at all times a professional, respectable and dignified image as a representative of APCA.
- Maintains all company capital in good working order, including computers, office equipment and company vehicle etc.
- Accountable for maintaining 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 five years sales experience in an established pharmaceutical company; experience with teaching hospitals and/or tertiary care hospitals.
- 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 (CRM) databases.
- Must be willing to travel approximately 40% - 50%.

Preferred Qualifications

- Advanced or professional degree in a health care discipline or in the life sciences, or an advanced degree in business
- Previous Oncology sales experience
- Bilingual (French/English) preferred

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.