



## Job Opportunity

### Account Manager, Specialty Products (United States based position)

Prometic Life Sciences Inc. is a long established biopharmaceutical company with globally recognized expertise in bioseparations, plasma-derived therapeutics and small-molecule drug development. Prometic uses its own affinity technology that provides for highly efficient extraction and purification of therapeutic proteins from human plasma in order to develop best-in-class therapeutics and orphan drugs.

Our plasminogen replacement therapy will be the first commercially available therapeutic product for patients with this congenital deficiency and we look forward to effectively bringing this to market in 2017. Hence, we are seeking dynamic, self-motivated, goal driven individuals with a solid record of sales achievements, and interested in contributing to the growth and success of the company

The Account Manager,Speciality Products will build a deep understanding of customers and key stakeholders in their assigned territory, and uses this knowledge to design innovative & patient / customer-centric strategies that drive sales volume, market share leadership, goodwill with Health

Care Professions & patients, and profitability. This person will also achieve assigned sales goals and market share objectives within assigned territory and directs the sale of Prometic's products to Health Care Professionals including Physicians, Nurses, Pharmacists and other medical staff at hospitals, physician offices, clinics / infusion centers, and other important classes of trade.

The mandate of the Account Manager, Speciality Products will include:

- Apply a range of consultative selling skills and in-depth clinical and product knowledge to drive business results and build support for the Prometic's portfolio of products.
- Develop a significant market presence to achieve sales business goals by creating strategy and conducting promotional activities that capitalize on local market conditions.
- Demonstrate strong knowledge of therapeutic conditions and treatment protocols; be able to serve as a valued resource to physicians by delivering information and providing access to Prometic's significant resources.

- Identify and partner with stakeholders who impact healthcare decision making at the local level, including healthcare providers, physician networks, hospitals and IDNs; be able to apply an in-depth understanding of the pharmaceutical industry's current healthcare and patient practices and emerging trends to develop the territory's unique business opportunities.
- Collaborate internally and externally to enhance results; including across Prometic teams and business partners to maximize efforts and enhance business outcomes.
- Implement brand marketing strategies and tactics at the local level, and execute managed care pull-through and push-through strategies.
- Organizes and completes administrative responsibilities efficiently, including healthcare compliance, expense reports, call reporting, and other assignments by established deadlines.

The selected candidate must hold a Bachelor's degree with a minimum of five (5) years of pharmaceuticals sales experience selling into the hospital, clinic and private physician office markets; ophthalmology and/or hematology experience is a plus. An experience with adding new products to hospital formularies and working with key individuals that influence hospital purchasing decisions is an asset. A strong ability to maintain compliance with Pharma code of conduct on interactions with Healthcare Professional and to master clinical and disease state knowledge and effectively communicate that information to customers are also sought.

The following criteria are also required:

- Ability to master clinical and disease state knowledge and effectively communicate that information to customers.
- Ability to cover a large geography. Travel by car and air required. Overnight travel required
- Capability to establish good relationships with others who have different values, cultural styles and perspectives.
- Focused on performance. Focuses efforts on actions that provide the greatest value.
- The ability to analyze both hard and soft data to troubleshoot and identify opportunities.
- The ability to plan contingencies for challenges that can thwart goal achievement.
- Self-motivated and influences others to exceed past performance.
- Holds self and others accountable for their actions and performance.
- Strong verbal and written communication skills are essential.
- Dynamic, highly energetic individual, motivated to achieve success.

Prometic offers a competitive compensation, a flexible work schedule and a casual working environment.

To apply, please send a cover letter and copy of your resume to [hr@prometic.com](mailto:hr@prometic.com) with the following reference: PBT-SAL-1701. Prometic is an equal opportunity employer. Only chosen candidates will be contacted for an interview. For more information about Prometic, visit our website [www.prometic.com](http://www.prometic.com).