

JOB POSTING

Aspen Pharmacare Canada, a branch of Aspen Holdings, was founded in 2014 to offer the Aspen Group's expanding portfolio of pharmaceutical and consumer healthcare products to Canadians. Aspen Holdings is a South African-based supplier of branded and generic pharmaceuticals to more than 150 countries, providing products renowned for their quality, efficacy and affordability. In Canada, Aspen is committed to continuing this legacy by providing high quality, branded medicines at prices that are competitive and represent fair value to our customers and patients.

At Aspen you'll find an engaging fast-paced environment, challenging projects and the opportunity to design your career. Seize the ability to think differently and collaborate with innovative minds to influence some of the most critical issues facing healthcare in Canada.

Aspen Pharmacare Canada currently has an opening for the following vacancy:

Positions	Business Leader, Hospital Specialty Representative
Reports To	Regional Business Manager
Location	Calgary, Edmonton or Vancouver
Responsibilities	<p>As a Hospital Specialty Business Leader (HSBL), you will deliver business results by managing the business for a defined set of Aspen products in a specific geographic region.</p> <p>Day-to-day responsibilities will include, but is not limited to the following:</p> <ul style="list-style-type: none"> • The HSBL will be responsible for the development and implementation of business plans at targeted institutions within assigned territories to achieve sales objectives. This will be accomplished by developing and maintaining strategic relationships with key thought leaders and internal business partners, using strong territory management and business planning skills, providing technical expertise, projecting a professional demeanor in all activities and using an entrepreneurial approach to develop programs and a consultative approach to selling discussions. • The HSBL will build and maintain strong professional relationships with academic and key institutions based physicians/HCPs, fellows, clinical pharmacists, nurse navigators, administrative staff and others in the patient care continuum. • The HSBL represents the integrity of the company by providing approved, disease and product information and resources to key decision makers and stakeholders within the institutional practice setting. • The HSBL will call on institution based physicians/HCPs, fellows, clinical pharmacists, nurse navigators, administrative staff and others in the patient care

	<p>continuum. Delivers approved on-label in-services, and supports promotional efforts.</p> <ul style="list-style-type: none"> • The HSBL reports to his/her Regional Sales Manager and works collaboratively within the sales organization to appropriately address customer needs and ensure that we deliver on our sales targets and our objective of demonstrating value among our customers. • Conduct formal and informal presentations and convey complex scientific information fluently to Institutional based physicians in large academic centers and hospitals or large group practices/groups, in a professional, compliant, ethical and effective manner. • Provide scientifically sound, constructive feedback on speaker presentations made on behalf of Aspen Pharmacare Canada • Demonstrates a deep disease expertise based on thorough understanding of rigorous scientific principles and data, including mechanism of action, indications, efficacy, safety, etc. • Understands and applies knowledge of health care industry, trends, applicable laws and regulations, market conditions, and the market access environment (including but not limited to pharmacy-economics, payer/ reimbursement landscape and patient flow/influence between institutions and community practices) and analyze these factors in the development of business plans and in daily execution of sales calls within compliance guidelines • Demonstrates strong understanding of current or pending clinical pathways within an institution, and how they influence patient treatment • Develops and implements account based business plans that properly identify and prioritize activities to accomplish short and long term goals • Demonstrates highly effective account management skills and exemplary selling competencies • Collaborates with team on identifying business opportunities and developing appropriate tactics and strategies; Builds and maintains strong professional relationships.
Qualifications	<ul style="list-style-type: none"> • University degree in business or sciences is mandatory • Minimum 5 – 10 years' experience in hospital/institution setting and/or clinical expertise (Pharm Ds, RNs, Master of Science a plus) selling pharmaceutical products within Cardiology, Anaesthesia or General Surgery • Previous proven success selling pharmaceuticals to specialists in a hospital setting or demonstrated ability to learn technical medical knowledge (previous clinical experience helpful) • Demonstrated understanding of the business drivers, dynamics, regulations and market access within the pharmaceutical industry • Demonstrated strong business analytic ability to analyze data as well as develop, execute and adjust business plans • Proven competencies for sales efficiency, establishing performance metrics and networking • Proven track record of demonstrating initiative and innovative approach when dealing with ambiguity • Demonstrating Aspen's core business competencies, the ideal candidate will be performance driven, create the future, make sound decisions, foster consumer and customer commitment and take accountability and ownership. In addition,



Aspen Pharmacare Canada Inc.

Aspen Pharmacare Canada Incorporated
111 Queen Street East, South Building, Suite 450
Toronto, Ontario, M5C 1S2
Fax +647-256-3501 www.aspenpharma.ca

	<p>the candidate will have excellent professional communication skills; having the ability to influence others, demonstrate a passion for their company, continuously grown and develop and take action with integrity.</p> <ul style="list-style-type: none">• Valid driver's license and access to a vehicle for regional coverage• Proficient in Microsoft Office applications as well as general computer literacy
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If you are interested in this position, please send your cover letter and resume with salary expectations to can.careers@ca.aspenpharma.ca. Specify **Business Leader, Hospital Specialty Representative and location (Calgary, Edmonton or Vancouver)** in the subject line of your email and your cover letter.

We thank you for your interest in employment with Aspen Pharmacare Canada however, only those candidates selected for an interview will be contacted.

We are committed to providing persons with disabilities equal opportunities regarding all employment activities, including access to jobs and accommodations during employment as required, in accordance with the Ontario Human Rights Code (OHRC) and the Accessibility for Ontarians with Disabilities Act (AODA).