

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.

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

Position	Business Leader, Primary Care
Reports To	Regional Business Manager
Location	Toronto, Central
Responsibilities	<p>As a Primary Care Business Leader, you will deliver business results by managing the business for a defined set of Aspen products in a specific geographic region. Day-to-day responsibilities will include, but is not limited to the following:</p> <p><u>Product knowledge and promotion:</u></p> <ul style="list-style-type: none"> • Implementing the promotional plan for Aspen products as outlined by marketing • Maintaining a current and competent level of knowledge of the products for which you are responsible to enable you to be a reliable source of information to the health care professionals in the territory. • Organizing, tracking and distributing product samples to health care professionals in accordance with Health Canada regulations <p><u>Customer relationship management:</u></p> <ul style="list-style-type: none"> • Establish strong relationships with key healthcare professionals by regularly calling on health care professionals (primary care physicians, select specialists (TBD) clinics, and pharmacies) within a specific geographic area. • Strictly adhere to compliance guidelines <p><u>Territory management/ Business Acumen:</u></p> <ul style="list-style-type: none"> • Independently manage assigned territory to ensure targets are met and/or exceeded. • Continually build territory knowledge/intelligence and analysis. • Maintain regular reporting of territorial activities. • Works both independently and in a team setting towards meeting established objectives.

	<ul style="list-style-type: none"> • Applies a range of traditional and non-traditional problem-solving techniques to think through and solve issues creatively to improve performance and company effectiveness. • Builds rapport and relationships by interacting effectively with employees and external contacts (i.e. MD's Pharmacists and office staff) at all levels, demonstrating the awareness of their needs and responding with the appropriate actions. • Possesses highly effective organizational skills required to implement a variety of programs, such as speaker programs and other activities. • Uses sound judgement to balance the need to work independently and take initiative with the need to escalate work to management
<p>Qualifications</p>	<ul style="list-style-type: none"> • University degree in business or sciences mandatory • Candidates should possess a minimum of 3-5 years of experience in primary care pharmaceutical sales with a proven track record of success • Strong therapeutic knowledge within the area of Women's Health (OC's) as well as Dermatology (topical anaesthetic) is an asset • Ability to adapt to change and demonstrates flexibility with internal and external environmental changes • Proactive approach; with demonstrated ability to function in ambiguous environment • Demonstrated ability to take on a leadership role to successfully manage a portfolio of assigned products and customers • Comprehensive knowledge of the Canadian pharmaceutical and healthcare industry and compliance guidelines • Strong analytical, decision making and problem solving skills • Proven competencies for sales efficiency, establishing performance metrics and networking • Proven track record of demonstrating initiative and innovative approach when dealing with ambiguity • Proficient in Microsoft Office applications as well as general computer literacy • Well-developed written and oral communication skills • Some overnight travel may be required • Valid driver's license and access to a vehicle for territorial coverage • 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, the candidate will have excellent professional communication skills, the ability to influence others, demonstrate a passion for their company, continuously grown and develop and take-action with integrity.

If you are interested in this position, please send your cover letter and resume along with salary expectations to can.careers@ca.aspenpharma.com . Specify **Business Leader, Primary Care – Toronto** in the subject line of your email and your cover letter. Failure to include these details could result in your resume not being viewed.



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

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).