



Aspen Pharmacare Canada Inc.

Aspen Pharmacare Canada Incorporated
111 Queen Street East, South Building, Suite 450
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JOB POSTING

Aspen 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. Please visit <http://www.aspenpharma.ca> for more information.

Aspen Holdings - one of the largest pharmaceutical companies in the southern hemisphere. With a 160-year heritage, Aspen is a global specialty and branded multinational pharmaceutical company with a presence in both emerging and developed markets. Have approximately 9 800 employees at 71 established offices in over 50 countries and we improve the health of patients in more than 150 countries through our high quality, affordable products. Please visit <http://www.aspenpharma.com> for more information.

Thank you for your interest in Aspen Pharmacare Inc. Canada!

We are always grateful to receive applications from the candidates who would like to join our company! At this stage we don't have any open vacancies, but we are always interested in candidates for our sales department and will retain your inquiry for future consideration.

We appreciate your time and interest!

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| Positions | Business Leader, Primary Care |
| Reports To | Regional Business Manager |
| Locations | Montreal |
| 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>Product knowledge and promotion:</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 assigned products and their competitors 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 |

Customer relationship management:

- 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

Territory management:

- Independently manage assigned territory to ensure sales & call targets are met and/or exceeded
- Continually build territory knowledge/intelligence and analysis
- Maintain regular reporting of territorial activities and inputting into the Aspen Canada CRM system as per expectation
- Works both independently and in a team setting towards meeting established objectives
- 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 internal and external stakeholders (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

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| <p>Qualifications</p> | <ul style="list-style-type: none"> • University degree in business or sciences mandatory • Candidates should possess a minimum of 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 is an asset • 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. |
| <p>What Aspen can offer?</p> | <ul style="list-style-type: none"> • Great working atmosphere • Being part of a growing organization, who listen to your ideas and want your help to improve and develop our company • Goal setting and career opportunities • Competitive salary |
| <p>Aspen historical success:</p> | <ul style="list-style-type: none"> • Taking ownership • Attention to details • Passion • Never stand back • Focus on basics and do them well • Excellence is doing ordinary well |

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

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We thank you once again for choosing Aspen Pharmacare Canada inc. as your employer of choice. That means a lot to us!