**JOB POSTING**

**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 www.aspenpharma.com for more information.

**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 www.aspenpharma.ca for more information.

Aspen Canada currently has an opening for the following position:

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| **Position** | **Business Leader, Primary Care (London to Windsor)** |
| **Reports To** | **Regional Business Manager** |
| **Responsibilities** | The tasks and responsibilities include:**Product knowledge and promotion:*** 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/ Business Acumen:*** 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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| **Qualifications** | * Degree in Pharmaceutical Sciences, Pharmacy, Microbiology, or an adjacent field is preferred
* Candidates should possess a minimum of 3-5 years’ 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
* Valid driver license and practical skills of driving
* Computer skills: MS Office for Windows - advanced user
* Minimum 2 years of pharmaceutical sales experience
* PharmD, RN and/or Master of Science a plus
* Ability to work independently and within a team setting
* Product launch experience preferred
* Current relationships in the territory preferred
* Excellent written and oral communication skills
* Strong analytical and computer capabilities
* Experience selling in a Virtual Sales environment preferred

**Aspen Competencies:**The Business Leader must successfully demonstrate the following core & sales competencies:Overall Sales Performance* Understand region while adding value to the customer and building strong partnerships
* Superior selling and influencing skills
* Comprehensive knowledge of the Canadian pharmaceutical and healthcare industry and compliance guidelines
* Proven competencies for sales efficiency, establishing performance metrics and networking

Business * Demonstrated ability to take on a leadership role to successfully manage a portfolio of assigned products and customers
* Proactive approach; with demonstrated ability to function in ambiguous environment
* Takes accountability & ownership with own decisions to deliver on commitments
* Strong analytical, decision making and problem-solving skills
* Proficient in Microsoft Office applications as well as general computer literacy

People* Ability to work collaboratively across the business with internal & external stakeholders, welcoming diversity & different viewpoints.
* Proven track record of demonstrating initiative and innovative approach when dealing with ambiguity
* Ability to adapt to change and demonstrates flexibility with internal and external environmental changes
* Ability to initiate change when needed as well as demonstrate resilience when confronted with adversity
* Well-developed written and oral communication skills
* Ability to lead by example and arrive at mutually beneficial outcomes through influence & persuasion.

Self* Develops a genuine interest in Aspen and its history and shares this with pride.
* Takes initiative to expand knowledge base in an effort to develop and build capabilities.
* Acts with integrity and respect where Aspen Values are evident in behaviours. Holds self and others accountable.
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If you are interested in this position, please send your cover letter and resume to careers@aspenpharma.ca . Specify **Business Leader – Primary Care** 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).