



PHYSICIAN THERAPEUTICS

Targeted Cellular Technology™

YOU'RE BRILLIANT!
...and we'd love to meet you

POSITION: National Pharmaceutical Sales Manager

DESCRIPTION: Targeted Medical Pharma (TMP) provides a portfolio of prescription-only medical foods sold through a distributor network and physician dispensing network. The company's portfolio of medical foods meets the distinct nutritional requirements or metabolic deficiencies associated with multiple disease states. TMP's team includes field sales and service, video training resources, clinical health educators and medical science liaisons —each of which serves all of the company's message delivery channels. We are looking for an ambitious and experienced National Sales Manager.

RESPONSIBILITIES INCLUDE BUT ARE NOT LIMITED TO:

- Overall sales operations including achieving goals, delivering results, expense management and maximizing client satisfaction.
- Recruitment, selection, and evaluation of the highest quality sales people.
- Trains, coaches, and develops sales representatives in best practice methods to achieve sales goals and objectives.
- Regularly provides sales direction and guidance to the sales team.
- Monitors expense management.
- Develops and implements strategic plans for clients and distributors.
- Ensures highest level client satisfaction ratings.
- Plans, organizes and monitors activities/projects to maximize the business potential for clients and influence order renewals and expansions.
- Provides information and suggestions to the executive team related to sales strategies, sales plans, market share data and performance management.
- Works with the Marketing Director and reports to the CEO
- Identify, develop, and cultivate solid business relationships with key influences/customers on a local, regional and national level

QUALIFICATIONS:

- Outstanding people management skills
- Excellent communication and organizational skills
- Demonstrated leadership skills
- Superior customer relationship management skills
- Demonstrated sales abilities
- Strategic focus on business opportunities
- Strong analytical reasoning
- Ability to manage multiple priorities
- Technically proficient with pharmaceutical products and knowledgeable about competitive products
- Ability to influence others through advanced knowledge of industry and products
- Process oriented
- Ability to be a team player and collaborate with others
- National market knowledge
- Outstanding References

EDUCATION AND EXPERIENCE:

- BS/BA Degree Required
- MBA preferred.
- 5+ years of senior pharmaceutical sales management experience (regional or national scope)
- Track record of meeting/exceeding project objectives
- Track record of positive interactions at executive levels to reach goals
- Record of positive client relationship management skills

COMPENSATION:

Commensurate with experience.

To apply, please send your resume and cover letter to yourcareer@ptlcentral.com. No phone calls, please.