



PHYSICIAN THERAPEUTICS

Targeted Cellular Technology™

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

POSITION: Pharmaceutical Sales Representative

Location: North California: San Francisco area

DESCRIPTION: As a Pharmaceutical Sales Representative your responsibilities would be to achieve territory sales by executing a Plan of Action (POA) which includes delivering branded sales messages, executing planned programs, and achieving or exceeding sales targets.

RESPONSIBILITIES INCLUDE BUT ARE NOT LIMITED TO:

- Promotes broad portfolio of products
- Drives sales in assigned accounts/with assigned physician targets
- Cultivates relationships with key opinion leaders and builds lasting relationships with priority physicians
- Assesses needs of target physicians; Addresses needs with responsive approach, targeted skills, and appropriate resources
- Develops superior selling, technical, and relationship-building skills

QUALIFICATIONS:

- Demonstrated business acumen, including an outstanding sales track record and industry-specific knowledge
- Ability to influence others through advanced knowledge of industry and products
- Ability to engage others through effective communication
- Drive to achieve results
- Individual leadership and impact
- Excellent attention to detail
- Ability to be a team player and collaborate with others
- Exceptional oral and written communication skills
- Dedication and readiness to work in an established, high-growth company
- Local market knowledge
- Outstanding References

EDUCATION AND EXPERIENCE:

- Bachelor's Degree
- 3+ years sales experience with a major pharmaceutical firm

ADDITIONAL:

- Company is in a beautiful location
- Pleasant work environment
- Respected and well-established high growth company

COMPENSATION:

- Commensurate with experience
- Based on a combination of draw, commissions, and bonuses

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

In order for your application to be considered, you must indicate the position you are applying for in the email subject header.