

Clinical Specialist - Lytics Long Island NY Territory

Job ID: 00413105

Job Function

Sales & Marketing

Schedule

Full-time

Location

United States-New York
New York

Job type

Regular Employee

Company/Division

Pharmaceutical

Job Level

Experienced

Who We Are

At the Roche Group, about 80,000 people across 150 countries are pushing back the frontiers of healthcare. Working together, we've become one of the world's leading research-focused healthcare groups. A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 30 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. The headquarters for Roche pharmaceutical operations in the United States, Genentech has multiple therapies on the market for cancer and other serious illnesses. Please take this opportunity to learn about Genentech, where we believe that our employees are our most important asset and are dedicated to remaining a great place to work.

The Position

Clinical Specialist - Lytics
Territory: Long Island, NY

The Clinical Specialist, Franchise Sales manages and develops long-term relationships with physicians and other customers for the customer accounts in the assigned territory in the Hospital/Critical Care setting. As such, Clinical Specialists represent the assigned GNE brand(s) and their approved indications; helping external customers such as physicians, nurses, etc. learn about the benefits of the assigned GNE brand(s) in relation to the applicable therapeutic area/disease state.

The applicable therapeutic area / disease states are: Central Venous Catheter Management and Acute Ischemic Stroke

Reports to: Division Manager, Franchise Sales

Example Duties and Responsibilities:

- * Responsible for meeting or exceeding assigned sales targets
- * Develops robust territory business plans
- * Develops strong and long-term relationships with customers in all assigned accounts

- * Presents the assigned GNE brands in a professional, compliant, ethical and effective manner; helping external customers understand the benefits and use of GNE brands
- * Monitors operating costs and compliance with territory budget
- * Complies with all laws, regulations and policies that govern the conduct of GNE activities
- * Business travel, by air or car, is regularly required

NOTE:

This position requires significant use of either a company provided or personal vehicle to perform the essential duties and responsibilities of the role. As a result, Genentech, Inc. (Company) from time to time will check your motor vehicle record for purposes of determining your eligibility for driving a Company vehicle or driving any vehicle on Company business.

Who You Are

You are a person with the following qualifications and experience:
(unless stated as "preferred" or "a plus," all other criteria is required)

- * Bachelors Degree
- * Average of 2 or more years' work experience
- * Previous sales experience in the pharmaceutical, biotech, or related industry is preferred
- * Previous experience with the hospital formulary approval process (P&T) preferred
- * Proven ability to execute quality initiatives in hospitals and institutions preferred
- * History of promoting injectable, acute care products is a plus
- * Proven track record of meeting or exceeding objectives & goals
- * Previous experience in achieving specific sales plans or other financial targets is preferred

Genentech is an Equal Opportunity Employer.