

## **Clinical Specialist - Nephrology, San Francisco**

Job ID: 00413552

### **Job Function**

Sales Force

### **Schedule**

Full-time

### **Location**

United States-California  
San Francisco

### **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**

**Franchise: Rheumatology**

**Territory: San Francisco**

The **Clinical Specialist, Nephrology Sales** manages and develops long-term relationships with physicians and other customers for the customer accounts in the assigned territory. 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.

### **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
- Develops strong internal customer relationships for collaboration and communication across the territory
- Presents the assigned GNE brands in a professional, compliant, ethical and effective manner; helping external customers understand the benefits and use of GNE brands

- Works within a team environment to grow sales nationally
- 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, including overnight travel. The San Francisco territory includes Northern CA to Bakersfield, Oregon, Washington, Idaho, Utah, and Northern Nevada.

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 an individual with the following qualifications and experience:**

- Bachelors Degree
- Average of 2 or more years' work experience
- Previous sales experience in the pharmaceutical, biotech, or related industry is preferred
- Previous specialty or biologics sales experience is required; Nephrology experience is preferred
- 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.