

Clinical Specialist Xolair Lower Manhattan

Job ID: 00413597

Job Function

Sales Force

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

Franchise: Xolair

Territory: Lower Manhattan (includes Manhattan, Brooklyn and Staten Island)

The **Clinical Specialist, Xolair 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.

Reports to: Division Manager, Xolair 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

Who You Are

You are an individual 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
- Institutional/Hospital sales experience 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.