

HER2 Brand Trainer

Job ID: 00414127

Job Function

Marketing & Sales Training & Development

Schedule

Full-time

Location

United States-California
South 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

HER2 Brand Trainer

Brand Trainers in Commercial Training & Development use in-depth clinical and sales knowledge of the relevant therapeutic area and associated disease state(s)/indication(s), as well as general field-related experience, specific product and marketplace knowledge, to facilitate sales and clinical education training sessions for assigned employee/management groups. Brand Trainers work within a core learning & development support team, made up of their managers, instructional designers, and other project or administrative staff. These teams work closely with internal and external partners/stakeholders to ensure best fit and alignment of developed/implemented learning programs and other offerings.

Example Duties and Responsibilities:

- Works with others to assess existing learning & development curricula and specific programs and other offerings and compare/contrast with immediate-, medium- and longer-term business needs, strategic goals, other targets and anticipated results
- Works with others to build appropriate and aligned annual or longer-range learning & development plans that will support business partners and other stakeholders in Commercial Operations in achieving their strategic and operating goals, targets and anticipated results. May individually undertake a detailed needs analysis/data

gathering process/project for key learning & development content/topics/subject matter; providing detailed partner/stakeholder input that helps shape the direction, specific offerings, as well as content and facilitation methods/structure for ultimate design and facilitation alignment

- Works with others to conduct internal business partner/stakeholder reviews of learning & development plans, programs or other activities; ensuring up-front internal client input into the shaping and ultimate development of aligned learning/development plans, programs, and activities
- Translates annual or other cycle learning & development plans, programs & activities into a scheduled calendar of specific sessions/dates for facilitation. Supports manager, peers, team members and others however necessary to finalize and disseminate such calendars, as well as respond to any internal client or external partner questions, concerns, or other comments
- As and when requested, supports others in the development and implementation of an aligned learning & development communication strategy/plan/activities to ensure internal partners/stakeholders are fully updated and aware of all assigned learning & development programs and other offerings
- Periodically, as and when needed/requested or appropriate, delivers internal presentations to fully communicate department's offerings and support strategies
- Actively pursues continued education and awareness of field, product, disease state(s)/indication(s) and surrounding marketplace changes/developments, and uses where appropriate to incorporate into program and other learning event/activity facilitation, as well as provide such information to manager and team members for continuous departmental review/assessment of existing learning & development offerings
- Works collaboratively with manager, peers and/or other team members to identify, recommend, and where appropriate/approved, implement new, creative, innovative learning & development offerings, techniques or others
- Uses approved learning & development plans, curricula, schedule/calendar, specific programs and activities for assigned responsibilities to proactively learn program/other activity content and prepare for expert facilitation. Channels questions, other needs or challenges - in advance - to the appropriate partners; further ensuring full and exacting preparation for expert delivery of assigned learning/development content
- As approved, conducts regular field visits, working with field staff and management one-on-one or in teams. Provides field consultation, team and/or individual coaching and development; enabling hands-on learning/development support to the assigned employee/management groups
- Continuously assesses and evaluates impact and overall effectiveness of facilitation responsibilities. Does so by consistently reviewing learning program participant evaluations, as well as soliciting additional or other feedback, extracting key themes, patterns and opportunities and channeling such to the appropriate internal partners or stakeholders
- Works with peers/team members to ensure maximum leverage of existing resources, tools, programs, content, etc.
- Complies with all laws, regulations and policies that govern the conduct of Genentech activities

Who You Are

Qualifications and Experience: unless stated as "preferred" or "a plus," all other criteria is required

- Medical, Life Sciences or other related degrees; graduate-level or higher degrees

preferred

- Typically RN, Pharmacologist or similar qualifications
- Average of 3 or more years' work experience
- A minimum of 2 years' previous field experience in the pharmaceutical, biotech, or other related industry
- Previous experience in same or related therapeutic area; to include relevant disease state(s)/indication(s) is preferred
- Previous account management or other Managed Care experience is a plus
- Previous experience supporting team members and peers in the field in informally developing their skills & abilities; demonstrable through previous informal assignments and team member partnering
- Consistently met or exceeded assigned sales or other targets, goals and objectives
- Strong track record for developing & implementing attainable sales or other field business plans
- Business travel, by air or car, is required for regular internal and external business meetings

Genentech is an Equal Opportunity Employer.