



Regional Account Manager – Job Description

At US WorldMeds, we hold a fundamental belief that our science has the potential to improve patients' lives. Our pipeline of developing compounds and investigative therapies reflects our commitment to bring innovative products to patients with unmet medical needs.

US WorldMeds' commitment to patients is reflected in all that we do. We are a company driven by the knowledge that our work is important; we have the desire to make a difference. We offer our employees exciting challenges, unique opportunities for career growth, and a fast-paced environment that emphasizes innovation and achievement.

The Regional Account Manager (RAM) position targets, promotes and sells pharmaceutical products to targeted physician specialties. The RAM manages his/her territory in order to maintain existing physician groups and develop relationships with new physician groups in order to achieve Company and individual sales objectives. The RAM provides quality consultative services, coordinates and integrates internal personnel and outside alliances, and utilizes available resources in order to meet customer needs with the promotion of their product portfolio and company services.

Reports to: Regional Sales Director

Primary Job Responsibilities:

- Product and support program services representation, exhibited through expert understanding and knowledge in product education
- Executing company approved programs and tools pertinent to the successful education of Company products
- Deliver sales results that meet and or exceed sales goals established by management
- Management of territory to include documentation of effective pre-call and post call records via the company's database reporting process
- Utilization of resources within territory following corporate direction
- Drive customer satisfaction by building trust through professional relationships within physician offices
- Responsible for delivering on-label messages in support of product approved indications
- Compliance with all sales force promotional/corporate guidelines
- Strategic thinking and planning are required to develop and execute quarterly action plans

Qualifications/Competencies:

Technical/Professional Knowledge and Skills

- Bachelor's degree from an accredited college or university
- Prior experience with pharmaceutical sales required

- Ability to translate complex medical or scientific information into key sales and marketing messages
- Documented record of successful selling
- Excellent written and oral communication skills
- Ability to accommodate up to 30-70% travel by plane, train and/or automobile (including overnight travel) (amount of travel depends on assigned territory)
- Must live within assigned territory
- Weekend and evening hours may be required based on the needs of the business

Preferred Technical/Professional Knowledge and Skills

- Expertise in the areas of injectable sales and/or diagnostics
- Experience in Neurology and/or Pain Therapeutic areas
- Experience in “buy and bill” selling to healthcare providers
- Understanding of Specialty Pharmacy markets
- Managed markets experience
- Clinical background or experience

Values and Behaviors

- Results driven
- Customer/quality focus
- Innovative and creative
- Open communication/collaboration
- Empowerment/accountability
- Commitment/self-discipline
- Infallible sense of integrity and honesty
- High sense of urgency
- Demonstrated business acumen
- Problem solving skills

Selling Process

- Call continuity
- Relationship focused
- Purposeful in probes and listens
- Adapts message
- Closing skills
- Competitive
- Coordinates with teammates/management

US WorldMeds, LLC. A Specialty Pharmaceutical Company.

Equal Opportunity Employer

Revised: November 29, 2012