

HIV Therapeutic Specialist, Los Angeles

Full Time - Remote (Based in LA)

Company Summary

Theratechnologies is a global specialty biopharmaceutical company headquartered in Montreal, Canada with business units in the US, Canada, and Ireland. Theratechnologies is focused on addressing unmet medical needs by bringing to market specialty therapies for people of greatest need.

Job Summary

We are seeking strategic sales leaders with strong business acumen and collaborative skills who are passionate about self-development and deeply motivated by the quest of delivering value to patients and their families. The ideal candidate will have sales experience in HIV or (at least) one of the following specialties: infectious disease, Hepatology, Cardiovascular, or Diabetes. Strong knowledge of specialty injectables and infusion reimbursement is preferred. In this highly specialized role, you'll work collaboratively in your territory promoting an injectable and infused product to treat HIV. The selected professional will be an integral part of a national sales team developing and managing an assigned territory.

Key Responsibilities

- Develop and execute a strategic sales plan to achieve sales targets and related business results.
- Identify and prioritize key customers, healthcare providers, and institutions to maximize product sales and market penetration.
- Regularly assess and analyze sales performance, identify areas of improvement, and implement corrective measures to meet or exceed sales goals.
- Function as the primary driver for sales function with the customers
- Work closely with the cross functional partners to develop and execute sales strategies, promotional activities, and tactics that align with overall business objectives.
- Monitor market trends and customer feedback to refine sales strategies.
- Manage the expense budget for your sales territory efficiently and responsibly, ensuring cost-effectiveness while meeting business objectives.
- Keep detailed records of expenses, sales activities, customer interactions, and other relevant data to provide accurate and timely reports.
- Stay up-to-date with the latest advancements, clinical data, and scientific literature related to HIV treatment to have informed discussions with healthcare professionals.
- Adhere to all applicable laws, regulations, and company policies related to sales and marketing activities.
- Maintain the highest level of ethical conduct and professionalism in all interactions with customers and healthcare professionals.

Qualifications Required

Along with a results-oriented mindset, self-assurance, and an engaging manner, the ideal candidate has:

- A Bachelor's Degree, preferably in a healthcare-related field
- 3+ years' in HIV Sales or (at least) one of the following specialties: infectious disease, Hepatology, Cardiovascular, or diabetes
- A documented history of sales success
- Strong customer orientation; a passion for science-based brands that can dramatically improve patients' lives
- Proven experience building, maintaining, and leveraging relationships
- Advanced Managed Care Organization/Accountable Care Organizations/Patient-Centered
- Advanced skills in resource collaboration with Marketing and Sales Teams
- Ability to travel overnight
- Ability to travel and possess a valid driver's license to drive to assigned healthcare accounts, unless otherwise specified
- Ability to work a flexible schedule to accommodate events and conferences.

Personal Qualities For All Staff

- Ability to set goals and deliver agreed objectives under tight timelines
- Ability to prioritize
- Ability to generate ideas and find solutions
- Ability to work both alone and in a team
- Team spirit and tendency to help each other
- Versatility and flexibility
- Exceptional organizational skills
- Ability to assemble and lead cross-functional teams toward a shared vision of success

Travel Requirements:

Ability and willingness to conduct field travel (5 days a week), as well as to travel to sales meetings, client sites, etc. including overnight travel.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

What Thera offers -

Flexible workplace	401k Program	Language Courses	Health Insurance
Referral Program	Care & Sick Days	Paid Vacation	Stock Option Plan

