

## **Inside Sales Representative - Specialty Pharmaceutical Sales**

Methapharm Inc - Brantford, ON

Methapharm Inc., a specialty pharmaceutical company specializing in hospital based products. We are looking to expand our sales force and need a professional, energetic, business savvy individual that wants to be part of a “ground-up” expansion.

### **Position: Inside Sales Representative Respiratory**

The ideal candidate will be a self motivated, personable, team player that enjoys sales, and has the desire to learn.

This position is based in our Brantford, Ontario office.

### **Primary Accountabilities**

- Attains sales forecast for assigned territory
- Conducts sales activities including prospecting, lead development, qualification and implementation in assigned territory via Telephone and electronic media
- Interacts with Clinical specialists and obtains in field support when needed
- Works within a team environment that includes all functions within respiratory group resulting in combined sales success
- Maintains CRM and generates metrics that support sales activity, pipeline and forecast
- Analyses territory and identifies areas for growth
- Participates in Local and National industry trade shows.

### **Required Qualifications:**

- University degree preferably in clinical sciences or equivalent combination of education and experience
- Must be fluent in English; however, French language skills are an asset.
- Proficient with MS Office and familiar with CRM software
- Strong verbal and written communication skills
- Detail oriented

### **Preferred Skills and Experience:**

- Phone sales experience preferably to the hospital market
- Pharmaceutical Industry experience
- Ability to describe clinical benefits to customers
- Ability to translate customer needs into a solution based consultative sale

Job Type: Full-time

*Methapharm Inc. is an equal opportunity employer. In order to ensure equal opportunities during the recruitment and selection process, Methapharm Inc. provides accommodations for applicants with disabilities upon request.*