



Job Title: Specialty Representative
Reports to: Regional Business Director

General Summary: The Specialty Representative is responsible for implementing Chelsea Therapeutics' (CHTP) sales/marketing plan to assure maximum market penetration. Must be comfortable working in an entrepreneurial and innovative environment where proactive business ideas are strongly encouraged. The position requires demonstrated business and analytical capabilities, excellent communication and prioritization skills, experience identifying and developing relationships with Key Opinion Leaders (KOLs), as well as a strong collaborative working style coupled with a high sense of urgency and drive for achievement.

Key Responsibilities:

- Develop a sound understanding of the relevant product and disease areas to facilitate detailed discussions with medical professionals in primary and specialist care
- Establish, maintain and develop strong relationships with customers and local key opinion leaders in key accounts
- Understand and remain updated on the US healthcare environment both at a national and local level.
- Achieve and exceed sales and activity targets as set by the company
- Execute established marketing strategies and initiatives
- Provide supervising Regional Business Director with accurate and timely data and market reports.
- Communicate with all relevant personnel within Chelsea Therapeutics
- Bring to the attention of the company any factor which might work against the development of sales and activity on territory
- Ensure all company expenditure on territory is accurately monitored within budget and expense forms are completed, approved and submitted within the agreed deadlines
- Represent the company in a professional manner and in adherence with the company dress code, code of conduct and corporate policies
- Accept coaching and/or mentoring responsibilities from immediate colleagues and to accept added responsibility given by the company which may include managed care/marketing/interim management duties, as may be required from time to time
- Work with customers and colleagues in a professional and courteous manner
- Develop and maintain a Sales Force Automation (SFA) profile
- Adhere to all PDMA regulations
- Adhere to all sampling accountability responsibilities applicable to this particular role
- Monitor and utilize all relevant promotional literature as part of the sales process
- Maintain company property to the highest standard, in accordance with company policies and procedures
- Adhere to the PhRMAcode of conduct without exception
- Possess a valid driver's license at all times and to notify the company immediately of any endorsements or violations



Qualifications:

- Bachelor's degree in relevant field required
- Minimum five years industry experience
- Three years in Specialty Pharma or BioPharma
- Experience launching new product(s) in specialty markets

Preferred Experience:

- A history of succeeding in a start-up/small company environment; experience working in a specialty sales team is a plus
- An accountable self-starter who has previous product launch experience in a Cardiology and/or Neurology setting
- Advanced understanding of managed care landscape and specialty pharmacy a plus
- A successful individual capable of managing large geographies who has experience with orphan status products and/or sophisticated reimbursement models

Location:

Field Based – willingness to travel, including overnight and air travel as required
Must live within assigned territory

Physical Requirements

May include:

- Ability to lift, carry and otherwise move up to 25 pounds
- Ability to sit, stand or walk for various lengths of time throughout the day
- Ability to operate a motor vehicle and independently travel
- Ability to communicate effectively with customers and co-workers
- Ability to proficiently operate computer hardware and software on a daily basis
- Ability to operate fax/copy machines, telephone, calculator and general office equipment on a daily basis

Equal Employment Opportunity

Chelsea is committed to Equal Employment Opportunity. It is the policy of the Company to encourage and support equal employment opportunity for all associates and applicants without regard to age, sex, race, color, ancestry, religious creed, national origin, pregnancy, physical or mental disability, medical condition, marital status, political affiliation, sexual orientation, individual genetic information, disabled veteran or Vietnam Era Veteran Status.

Americans with Disabilities Act

Applicants as well as employees who are, or become, disabled must be able to perform the essential job functions either unaided or with reasonable accommodation. The organization shall determine reasonable accommodation on a case-by-case basis in accordance with applicable law.