



Clinical Science Associate

Saol Therapeutics (pronounced "Sail") is a specialty pharmaceutical company focused on providing therapies to patients with unmet medical needs. The company has a strategic emphasis on spasticity and neurologic therapeutic areas. Our seasoned management team has a broad range of experience in commercialization, acquisition, licensing, formulation and product development. We are a dedicated group of professionals who have committed our life's work to developing and bringing high-value, much-needed drugs to market. We are looking for highly-skilled sales professionals who are patient focused, passionate, ethical, team-oriented, and who want to help build a company that will make a difference in people's lives.

SUMMARY:

The Clinical Science Associate (CSA) is responsible for the promotion of Saol's products and achievement of assigned goals, within legal and regulatory guidelines, to customers and accounts within a geographic territory. The CSA role also involves targeted educational and promotional efforts leading to the identification and development of new customers and accounts within the territory and increased therapy/ product adoption for appropriate patients. This will entail presenting information on Saol's products and services associated with the products to physicians, health care professionals, professional groups, and others involved in the decision making process in the clinical environment as well as at conferences and other similar events.

ESSENTIAL FUNCTIONS:

- Achieve or exceed sales quotas or targeted goals
- Navigate and sell in complex accounts and environments, such as academic teaching hospitals, with many decision makers and influencers
- Development of a comprehensive, territory-specific tactical business plan which includes strategies and tactics aimed at achieving annual sales goals set by management
- Support the development and use of Key Opinion Leaders from targeted accounts
- Consistently target, develop, maintain and sell to existing customers and accounts. This includes accessing difficult to see customers on a regular basis
- Routinely identify and develop new business opportunities within assigned territory
- Develop strong relationships by understanding each customer's needs, goals, prescribing habits and competitive product standing
- When applicable to products reimbursed through a buy and bill model, use good judgment in establishing and negotiating contracts for customers within framework of company pricing strategy and parameters
- Effectively sell a portfolio of products and balance priorities and responsibilities so that company goals are exceeded for all products promoted.
- Maintain a high degree of competence in the areas of product knowledge, disease state knowledge, and industry knowledge impacted by Saol's products
- Oversee and manage a large geography with multiple demands and priorities
- Manage sales efforts within assigned promotional and operational budgets
- Share important learnings and information, such as best practices, opportunities, and competitive threats with management and peers
- Identify and attend industry events, including society conferences
- Comply with all deadlines including territory information requests, project assignments and other requests by various company departments
- Submit accurate and timely expense reports, timely and complete call reporting, maintains accounts records and submits timely and thorough account and territory reports
- Successfully complete all required company training
- Responsible for maintaining a high degree of honesty, integrity, diplomacy, and ethical behavior at all times

EDUCATION REQUIREMENTS:

- BS or BA from a four-year college or university, preferably in a scientific/medical or business discipline

KNOWLEDGE AND SKILL REQUIREMENTS:

- 8-10 years of experience in the pharmaceutical, medical device, and or biotech industries (minimum of 5 years required)
- 2+ years of institutional, specialty or orphan sales experience
- Neuroscience experience (call points neurology and/ or physical medicine and rehabilitation) preferred
- Two consecutive years of documented sales success in the top 15% of the nation and verifiable performance review ratings of Exceeds Expectations or Outstanding in the last two years
- Demonstrated ability to sell in a competitive marketplace
- Hospital pharmacy sales experience ideal
- Strong clinical sales acumen

PREFERRED SKILLS AND EXPERIENCE:

- Product focus on biologics, expensive therapies, or injectables
- Start-up or launch experience preferred

TRAVEL REQUIREMENTS:

- 40-50%. Travel will vary by territory. Overnight, multi-night and/or weekend travel may be required to accomplish desired objectives.