

## **Therapeutic Specialist - Oncology**

Astellas Pharma Canada is currently searching for a Therapeutic Specialist in our Oncology Division reporting to the Regional Sales Manager, Oncology. The territory for this position is Eastern and Northern Ontario including (Ottawa, Kingston to Belleville, Thunder Bay, Sudbury, Sault Ste. Marie areas). The preferred candidate will reside in the Greater Ottawa area.

### **Description:**

The Therapeutic Specialist is responsible for achieving annual sales forecasts through professional implementation of approved sales and marketing materials. Results are achieved by managing a complex, scientific, clinical and customer landscape as well as by navigating and understanding the complex network structure and interdependencies of therapeutic area agencies, centres, hospitals and private practice.

The Therapeutic Specialist has a solid scientific understanding, clinical acumen and expert knowledge of Astellas and competitor products. This knowledge is essential to conduct knowledge exchange with multiple clinical specialties in the assigned therapeutic area on clinical trials, disease state, screening and patient identification, practice structure, clinical care pathways and integrated models of care to enhance patient outcomes. In addition, the Therapeutic Specialist engages with all targeted academic and community-based health care specialists in a professional and ethical manner to promote and educate on assigned Astellas products.

### **Essential Job Duties:**

- Achieves annual sales forecasts through professional implementation of approved sales and marketing materials. Promotes assigned Astellas brands to all associated and relevant targeted academic and community-based health care specialties in a professional manner. Effective use of clinical studies to communicate the benefits of Astellas pharmaceutical brands.
- Manages a complex scientific, clinical and customer landscape across multiple tumor types and disease states. Also responsible for navigating and understanding the complex network structure and interdependencies of therapeutic area agencies, centres, hospitals and private practice along with stakeholder mapping.
- Develops key account plans by leveraging knowledge of clinical and business landscape in the assigned therapeutic area in collaboration with Regional Sales Manager and internal teams.
- Creates and maintains an annual territory business plan to maximize business opportunities and achieve annual territory objectives. Manages territory budgets. Contributes to the development and execution of national and regional strategies and tactics to ensure the achievement of annual sales goals within assigned geography.
- Contributes to annual strategic brand planning and tactical idea generation as required. Provides prompt and accurate feedback of customer responses to marketing pieces.

- Interacts with relevant stakeholders, including assigned therapeutic area nurses, pharmacists, and reimbursement navigators to ensure appropriate use of Astellas products, resolving and triaging reimbursement issues and ensuring product access. Experts on Astellas Patient Assistance Program including supportive services to increase patient care and access.
- Partners with Patient Access Managers to drive regional access strategies, clinician engagement and messaging as appropriate. Close collaboration with Medical Science Liaisons as appropriate and head office colleagues to align on activities and information sharing.
- Identifies unmet educational needs of health care professionals and delivering non-promotional learning programs aligned with APCA Approved Education Strategies set forth by the brand team to facilitate exchange of information on related scientific and clinical issues. Organizes and conducts learning activity events adhering to Astellas Learning Programs SOP and IMC Code of Ethical Practices.
- Trains new Therapeutic Specialists on APCA brands as assigned by Regional Sales Manager. Creates and leads workshops at sales meetings as assigned by RSM. Assists with regional or national marketing initiatives and projects in part or in whole as agreed upon by Marketing and RSM.
- Uncovers opportunities that enhance the eventual quality of patient care and create greater visibility for APCA as a partner in Canadian Health Care.
- Completes all administrative responsibilities as outlined by the Regional Sales Manager or designate. Maintains a current database and customer interface history utilizing the software packages provided by APCA. Maintains a diary of ongoing performance in order to facilitate effective year end performance reviews and plan for ongoing development.
- Attends important national and international conferences as agreed upon by the Regional Sales Manager and approved by Director. Attends three sales meetings per year and other APCA and external meetings as required.
- Demonstrates consistent strong teamwork, winning attitude and positive approach.
- Maintains at all times a professional, respectable and dignified image as a representative of APCA.
- Maintains all company capital in good working order, including computers, office equipment and company vehicle etc.
- Accountable for maintaining (self and, if applicable direct reports) a thorough understanding and adherence to all applicable code, policies and regulations (i.e. Innovation Medicines Canada Code of Ethical Practices, code of conduct, etc.). Upholds a commitment to

compliance and operates with integrity within all business activities. Upholds a commitment to compliance by exercising proper supervision and oversight to ensure due diligence within one's region.

**Required Qualifications:**

- Bachelor's degree
- Minimum of eight (8) years sales experience in an established pharmaceutical company and a minimum of three (3) years at a specialty/institutional level with strong preference in the assigned therapeutic area experience.
- Superior strategic planning experience and proven tactical execution.
- Excellent oral and written communication skills
- Demonstrated ability to understand and effectively communicate complex, scientific information is required.
- Proven ability to converse at a high level with clinical experts and translate complex data relating to targeted therapies, biologics, biomarkers and evolving research into impact to patients.
- Advanced ability to ask strategic, insightful questions to uncover implicit needs of each specialty and develop customized solutions to those needs to optimize patient care.
- Strong business analytical skills required to understand territory performance and changing market dynamics and trends within a region (clinical and business landscape). Utilize data and insights to collaborate with internal stakeholders and drive activities and focus in territory business plan.
- Demonstrated strong territory organizational skills and well-developed time management skills.
- Key account management experience.
- Excellent customer service skills with the ability to develop and maintain relationships.
- Proficient in Microsoft Office and customer relationship management databases.
- Travel 25% to 40%. Overnight travel required including within territory and to conferences, training and sales meetings, including weekends.

**Preferred Qualifications:**

- Bachelor of Science
- Advanced or professional degree in a health care discipline or in the life sciences or an advanced degree in business.
- Previous Oncology experience

If your skills and experience match our needs, please email your resume to: [employment@astellas.com](mailto:employment@astellas.com).

Astellas Pharma Canada requires full Vaccination against COVID-19 as a condition of employment. Reasonable accommodation to this policy may be granted for a valid accommodation request under human rights legislation. An individual is considered to be "fully vaccinated" two weeks or more after the receipt of the second dose in a two-dose Vaccine or one dose of a single-dose Vaccine, or if the individual is otherwise considered to be Fully Vaccinated by the government of the province in which they are employed. If booster shots are required by a relevant Canadian public health authority (with requirements



varying potentially based on the Vaccine), “fully vaccinated” should be interpreted to mean fully compliant with any such recommendations within a reasonable amount of time-based on the accessibility and availability of the booster shots.

Astellas Pharma Canada welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the hiring process.

*No telephone inquiries, in-person applications, or agencies please. While we appreciate all applications, only candidates under consideration will be contacted.*