Pharmaceutical Sales Representative
16 Full Time Positions Available Across the Country!

Position Description: As a FSC Pediatrics Sales Representative, you will be challenged intellectually and professionally to drive product sales in your territory. You will have significant earnings potential. Following product and sales training, you will work under the guidance of an experienced Sales Manager and will have the full support of the corporate management team. You will promote multiple pediatric-focused FDA-approved prescription pharmaceutical products and medical devices to healthcare practitioners, coordinate with local pharmacies to ensure consistent supply, and provide constant feedback to the corporate management team on the ever changing needs in general and sub-specialty pediatric practices.

Requirements:
- Bachelors Degree, preferably with a health science, marketing/business, or education major
- Excellent presentation and communication skills
- A results orientation with demonstrated time/territory management skills
- The ability to identify, prioritize and target key customers
- The ability to work as a team member
- A valid driver's license and a safe driving record
- Prior Sales Experience is a plus.

Position Responsibilities:
- Develop close relationships with pediatric primary care and pediatric subspecialist practitioners and office staff to effectively educate them on FSC’s product portfolio
- Have a positive, respectful, and enthusiastic attitude
- Be self-motivated with a determination to excel
- Have an entrepreneurial mentality
- Ensure patients have access to FSC products by promoting utilization of patient co-pay cards, collaborating with the corporate team to maximize managed care support, and ensuring FSC products are available in pharmacies
- Work with your Sales Manager to assess territory sales performance and market trends and suggest and implement appropriate actions to enhance performance
- Ensure that sales forecasts are met (or exceeded) within budget for the therapeutic areas at a territory level
- Pay attention to detail within a highly regulated pharmaceutical and medical device industry that requires complete accountability, stellar organizational skills, and total responsibility to meet corporate and regular compliance expectations
Compensation/Benefits
The Sales Representative will receive a company car, monthly base compensation of $32,500 (annual), a communication allowance, uncapped monthly commissions, iPads, promotional expense reimbursement, and will be eligible for other performance-related bonuses and incentive contests. FSC provides excellent health benefits, paid vacation and corporate holidays, a 401k program with company match, and company profit-sharing. A newly hired employee will receive a minimum of five weeks of industry-specific training prior to assuming territory responsibilities.

Application Deadline: 2014/02/01
To apply, please submit your cover letter and resume at the website below:
http://fscpediaiatrics.com/Career.aspx