

Paramount Specialty Pharmacy has an opportunity for an experienced sales professional to become the next Territory Manager in our Melville, NY office. Territory will include Manhattan and possibly other areas of lower NY.

The successful candidate must possess excellent organizational and communication skills and the ability to multi-task. He or she should have a strong sense of responsibility and initiative, use sound judgement in making decisions, and can work independently under minimal supervision.

The Territory Manager will be responsible for the following duties:

- Visit physician offices, clinics, and hospitals to promote the services of our Specialty Pharmacy.
- Schedule and plan meetings with key medical staff to discuss the services we provide and encourage referrals.
- Act as the liaison between the Ops Team and the referring prescribers by troubleshooting and collecting missing documentation needed to process prior authorizations and set up delivery to patients.
- Attend conferences and presentations that provide an opportunity to promote the specialty pharmacy services.
- Manage incoming and outbound calls to customers and medical staff as needed to facilitate proper follow up.
- Schedule weekly discussions with the sales directors to coordinate and set weekly and monthly goals.
- Create and submit monthly expense reports to management for review and reimbursement.

Requirements:

- Proven and verifiable track record as an experienced pharmacy sales professional.
- Knowledge of MS Office
- Excellent customer service skills and ability to communicate and present in a professional manner.
- Knowledge with chronic disease states such as HIV, HCV, CID, and Oncology highly desirable.

Compensation:

- Salary and commission commensurate with experience.
- Paid time off and benefit package available
- Car allowance and company credit card

Apply:

- Please send your resume and cover letter to: HR@paramountsprx.com