



## **STRATEGIC ACCOUNT MANAGER – EAST**

Caplin Steriles USA Inc. is the latest courageous venture by Caplin Point Laboratories Ltd. and its storied history of taking the road less traveled to fulfill the healthcare needs of the underserved.

We are a wholly owned subsidiary of Caplin Steriles Ltd. India and operate as their sales and marketing arm concentrated on the U.S market. Caplin Steriles is an R&D driven company focused on the development and manufacturing of high quality injectables and ophthalmic products for regulated markets. We believe behind every product is a patient. This is a belief that drives everything we do and empowers us to partner differently, serve uniquely.

The Strategic Account Manager - East is an integral field-based member of our team responsible for growing our business within an assigned geographical territory. The Manager will be focused on generating new business, promoting products/programs, developing current and new account relationships, and helping to achieve Caplin's corporate goals in the acute care market.

The SAM - East will work closely with hospitals, health systems, specialty clinics, IDNs, GPOs, wholesalers and other entities as a primary point of contact and advocate for Caplin Steriles USA. The Caplin Steriles USA SAM – East will be a highly visible and key contributor to a small team with aggressive goals.

## **RESPONSIBILITIES**

- Achieve and promote sales to grow the business within an assigned territory to achieve company goals.
- Primary call point will be hospitals, inpatient pharmacies, IDNs, clinics, and other healthcare facilities.
- Negotiate preliminary terms and conditions for contracts of IDNs, regional GPO, and independent hospitals.
- Partner with local wholesaler distribution centers to ensure proper inventory levels.
- Identify current and future business opportunities with buyers, directors of pharmacy, and clinical coordinators.
- Drive new revenue growth and develop customer loyalty through implementation of successful sales plans, programs and service.
- Actively promote awareness for upcoming new product launches and securing pre-launch orders.
- Identifies marketplace trends, communicates those trends within the organization, and capitalizes on opportunities.
- Prepares and utilizes sales tools to maximize effective customer presentations.
- Utilizes product knowledge and sales skills to identify and meet customer needs.
- Collaborates with Sales, Marketing, Customer Service, Trade, Legal and Finance to provide a market-leading service level to our customers.
- Other duties as assigned to achieve company objectives.





# CAPLIN STERILES USA

Partnering *Differently*. Serving *Uniquely*.

## **MINIMUM QUALIFICATIONS / EXPERIENCE**

- 2+ years of direct sales experience in generic injectable pharmaceutical industry or comparable experience.
- Bachelor's Degree required (Business or Science degree preferred).
- Demonstrated success working as part of a cross-functional team with ever-changing and growing needs.
- Must be a self-starter willing to meet aggressive goals and be actively involved in a team environment.
- Proficiency in Microsoft Excel, Outlook, Word and PowerPoint.
- Excellent oral and written communication skills.
- Entrepreneurial spirit is required.
- Must reside in Eastern time zone of US.

## **TRAVEL REQUIREMENTS**

- Approximately 40-70% travel across the assigned territory based on location of residence.

## **COMPANY BENEFITS**

Our goal is to offer competitive benefits that meets the needs of our team members, such as:

- Competitive salary and incentive programs.
- Medical, dental and vision insurance.
- 401k savings plan.
- Flexible work policy.
- Generous vacation and company holidays.
- Paid parental leave.

## **EEOC STATEMENT**

*Caplin Steriles USA Inc is proud to be an equal opportunity employer. We welcome and encourage applications from all qualified individuals regardless of race, color, religion, gender, sexual orientation, age, national origin, disability, protected veteran status, and any other characteristic protected by law, rule or regulation.*

