



JOB DESCRIPTION

JOB TITLE: Ophthalmic Territory Manager

TERRITORY: U.S. – Nationwide

EyeVance Pharmaceuticals is committed to building a world class commercial team of passionate, ethical, and credible professionals that are committed to winning the right way and are accountable to their assigned objectives. We will focus on our customer's needs and provide exceptional service at all times.

POSITION SUMMARY:

This position reports directly to the Regional Sales Manager and is responsible for achieving sales objectives and growing sales volume of approved products within the Company's pipeline within assigned territory. This is done through development of long term relationships with key Ophthalmologists, Ophthalmic surgeons and Optometrists.

This individual must have a passion for success and contributing to a high performing team that delivers exceptional results. Adaptable to a dynamic startup environment without losing focus on business goals. They should also be proficient at presenting detailed scientific subject matter in a clear and understandable fashion.

ESSENTIAL RESPONSIBILITIES:

- Primary point of contact for HCPs within defined territory
- Develop and maintain strong working relationships with target HCPs
- Deliver MLR approved, education-focused messages, as well as the assigned therapeutic area disease-state information to target HCPs
- Territory Business Planning/Execution
- Utilize corporate tools and applications to document, plan, monitor, and meet sales objectives
- Enhance HCP awareness of Company products' clinical data, safety & efficacy
- Equip HCPs with appropriate tools to facilitate a robust conversation, enabling them to educate patients about the assigned therapeutic area
- Build HCP knowledge and confidence in identifying treatment gaps in all domains
- Increase awareness of the assigned therapeutic area, and help HCP identify treatment gaps in diagnosed patients
- Attend and represent Company at industry conferences/congresses

METRICS:

- Expected to achieve financial and TRx goals for assigned territory. Additional expectations to include call activity and reach frequency goals.

LANGUAGE AND COMMUNICATION SKILLS:

- Interacts at multiple levels inside and outside the company
- Tact, diplomacy, and a high level of professionalism are essential
- Exhibits good listening skills and comprehension
- Bilingual a plus

REQUIREMENTS:

- Minimum of a Bachelor's degree or equivalent experience, preferably in a scientific field
- 2+ years of sales experience preferred; Eye care/Ophthalmology pharmaceutical experience preferred
- Demonstrated knowledge and understanding of healthcare institutions and commercial/Medicare /Medicaid managed care landscape
- Executive presence and excellent presentation skills
- Excellent organizational skills
- Ability to travel as necessary(overnight) **OR** Willingness to travel up to 50%
- Proficiency with MS Office (Word, Excel, PowerPoint)

BENEFITS:

- Competitive pay structure
- Health Insurance
- Equity Incentive Plan
- 15 days paid time off per year
- Approximately 9 Holidays & 2 Floating Holidays
- Company vehicle
- 401k Savings Plan

TYPICAL CAREER OPPORTUNITY:

Sr./Executive Territory Manager, National Sales Trainer, Brand Manager/Marketing, Regional Sales Manager

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→ <https://www.linkedin.com/company/eyeavance-pharmaceuticals/>

→ <https://eyeavance.com/careers/>

TERRITORIES:

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|------------------------------------|----------------------------|----------------------------|
| Hartford, CT (Northeast) | Cincinnati, OH (South) | Nashville, TN (Southeast) |
| Stamford, CT (Northeast) | Dallas, TX (South) | Northern VA (Southeast) |
| Baltimore, MD (Northeast) | Fort Worth, TX (South) | Phoenix, AZ (West) |
| Newark, NJ (Northeast) | Houston North, TX (South) | Long Beach / Hawaii (West) |
| Brooklyn, NY (Northeast) | Houston South, TX (South) | Los Angeles, CA (West) |
| Long Island, NY (Northeast) | San Antonio, TX (South) | San Diego, CA (West) |
| Manhattan, NY (Northeast) | Miami, FL (Southeast) | San Francisco, CA (West) |
| Philadelphia, PA (Northeast) | Orlando, FL (Southeast) | San Jose, CA (West) |
| Philadelphia North, PA (Northeast) | Tampa, FL (Southeast) | Thousand Oaks, CA (West) |
| Pittsburgh, PA (Northeast) | Atlanta, GA (Southeast) | Denver, CO (West) |
| Little Rock / Memphis (South) | Birmingham, AL (Southeast) | Chicago, IL (South) |
| New Orleans, LA (South) | Charlotte, NC (Southeast) | Oklahoma (West) |
| St. Louis, MO (South) | Raleigh, NC (Southeast) | |