



Merz Canada

<u>Job Title:</u>	Regional Sales Manager, Aesthetics
<u>Reports to:</u>	Director of Sales
<u>Location:</u>	Eastern Canada
<u>Summary:</u>	The Regional Sales Manager will oversee the Account Managers and drive sales of Merz Aesthetics injectables product portfolio in the designated region.

Job Responsibilities

- Direct, coach, and supervise commercial and promotional activities of the Account Manager sales team to meet sales goals.
- Sets clear objectives for Sales Team in terms of activity and performance and holds them accountable for territory management and results.
- Develop and execute regional business/action plan
- Meet key employee retention objectives through proactive development, coaching, counseling and recognition.
- Maintain high proficiency of product knowledge, market data and marketplace dynamics.
- Analyze sales and market trends to effectively identify future business opportunities.
- Maintain extensive knowledge of applicable selling and promotional environments/strategies.
- Responsible for the approval and control of all field related budget.
- Manage budgeted resources and allocations based on ROI analysis.
- Organizing and planning regional and national sales meetings
- Coordinating and collaboration with Marketing, Customer Service, ACE (Aesthetics Clinical Educator) and RBM (Regional Business Manager) team
- Delivery of marketing tools and training
- Manage the execution and delivery of sell in and sell through strategies by field team members
- Developing KOLs and key account relationships
- Complete all administrative and reporting functions in a timely and thorough manner
- Promote and maintain compliance with Merz' promotional and commercial policies

Key Competencies and Qualifications

- Bachelor's degree in Sales, Business Administration or relevant field
- 5+ years' experience within the pharmaceutical industry in KOL development and sales management
- Proven and documented track record of management sales success.
- Experience and success in recruiting and retaining a high-performance sales team and a demonstrated ability to lead and motivate a diverse sales team.
- Demonstrated high quality communication and interpersonal skills. Must possess excellent analytical skills.
- Willingness to travel, specifically in assigned territories and regions.