



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/04/28

Senior Sales Consultant Bio Meds - Quebec Est/Eastern Quebec

Job ID	40-3A-E3-6B-EC-A8	
Web Address	https://careers.indigenous.link/viewjob?jobname=40-3A-E3-6B-EC-A8	
Company	Eli Lilly Canada	
Location	Quebec, Quebec	
Date Posted	From: 2022-06-30	To: 2022-08-29
Job	Type: Full-time	Category: Miscellaneous
Languages	French And English	

Description

At Lilly, we unite caring with discovery to make life better for people around the world. We are a global healthcare leader headquartered in Indianapolis, Indiana. Our 35,000 employees around the world work to discover and bring life-changing medicines to those who need them, improve the understanding and management of disease, and give back to our communities through philanthropy and volunteerism. We give our best effort to our work, and we put people first. We're looking for people who are determined to make life better for people around the world.

Conseiller aux ventes senior au sein de l'equipe Immunologie - Quebec Est

Territoire: Quebec Est | Sherbrooke | Saguenay

Presentation de l'organisation :

Chez Lilly, nous sommes mus par le desir d'agir concretement dans la vie quotidienne des gens grace a la decouverte de medicaments revolutionnaires, a une meilleure comprehension de la prise en charge des maladies et au soutien offert a ceux qui vivent avec la maladie, de meme qu'a leur famille et a leurs amis.

Notre travail d'aujourd'hui est a l'image de notre mission historique qui consiste a allier soins et decouvertes dans le but de rendre la vie meilleure pour les gens du monde entier, que ce soit grace a nos programmes de recherche ou a nos initiatives de benevolat.

Nous sommes determinees a investir dans nos employes en leur offrant un salaire concurrentiel, des programmes de formation, de perfectionnement et de sante et la possibilite d'aider les autres. L'industrie pharmaceutique est un milieu complexe en evolution rapide, et nous recherchons des personnes hautement competentes pour nous aider a remplir notre mission!

Responsabilites :

En tant que conseiller aux ventes au sein de l'equipe Immunologie de Lilly, vous serez appele a ameliorer l'experience client par votre capacite a cerner les besoins essentiels et a offrir des solutions pharmaceutiques optimales a nos clients.

Vous enrichirez vos connaissances sur notre systeme de sante, la maladie, notre gamme de produits et les differentes options therapeutiques. Vous cultiverez des relations avec des clients, notamment avec des rhumatologues, des internistes et d'autres professionnels de la sante. A l'aide de votre reseau Lilly et de vos ressources, vous repondrez promptement et de maniere appropriee aux questions des clients, tout en ciblant et en offrant des solutions multicanaux qui conviennent le mieux a vos clients. Vous procederez a l'analyse et a l'interpretation des donnees sur le territoire et des tendances, ainsi qu'a l'elaboration et a la mise en oeuvre d'un plan territorial detaille pour votre gamme de produits.

Si vous etes un leader hautement motive, etes dote d'aptitudes demontrees en etablissement de relations et de fortes competences en communication, et etes a l'aise de travailler avec des donnees cliniques, une occasion stimulante et remplie de defis vous attend.

Exigences de base :

Lilly Canada est a la recherche d'une personne motivee, entreprenante et passionnee par l'apprentissage continu pour pourvoir le poste de conseiller(ere) aux ventes. Idealement, le candidat detient de l'experience dans la vente de produits en immunologie aupres de rhumatologues et d'autres professionnels de la sante. Le candidat a des resultats eprouves dans des postes precedents qui decoulent de la creation d'une experience client exceptionnelle, d'un esprit d'equipe hautement collaboratif, d'une attitude gagnante et d'un solide leadership. Le candidat a acquis de l'experience par une formation reposant sur un modele interactif fonde sur les besoins des clients et a montre une capacite d'apprentissage rapide. Le candidat retenu fera preuve d'une approche omnicanale en matiere de capacites de vente qui creera des liens solides avec les clients par le biais d'interactions virtuelles et en personne.

Atouts et competences supplementaires

Bonne comprehension du role d'un conseiller aux ventes pharmaceutiques

Experience en immunologie ou en rhumatologie, un atout

Baccalaureat

Maitrise du francais (langue maternelle) et de l'anglais

Experience en ventes dans le milieu hospitalier ou dans la gestion de comptes cles

Sens aigu des affaires

Capacite a etabli de solides relations avec les clients

Maitrise des ordinateurs et de la manipulation et l'analyse des donnees de l'equipe de vente

Reconnaissance recente du leadership, du travail d'equipe, de l'orientation client et du rendement (p. ex. apogee canadien, conseil du president, representant regional de l'annee, prix d'excellence)

Territoire vise : Est du Quebec

Poste permanent

Lieu d'affectation ideal : Levis ou Quebec

Renseignements supplementaires :

Eli Lilly verifiera, a ses frais, les antecedents (y compris les diplomes et trois references personnelles) du candidat retenu.

Eli Lilly Canada souscrit au principe de l'équité en matière d'emploi. Nous encourageons la candidature des femmes, des membres de minorités visibles, des autochtones et des personnes handicapées qui sont qualifiées. Veuillez prendre note qu'une mutation est accordée si votre parcours actuel se situe entre le niveau minimal et le niveau maximal mentionnés ci-dessus. Pour toute autre question, veuillez communiquer avec votre partenaire d'affaires en RH.

Tous les nouveaux employés doivent être entièrement vaccinés contre la COVID-19 pour être embauchés par Lilly, conformément à la politique de vaccination contre la COVID-19 de Lilly. L'obligation de se faire vacciner inclut toutes les injections de rappel approuvées, si elles sont, plus tard, jugées nécessaires. Les dates limites pour les injections de rappel seront communiquées au moyen d'une mise à jour de la politique, si nécessaire. Eli Lilly and Company, Lilly USA, LLC et ses filiales en propriété exclusive (collectivement «Lilly») s'engagent à aider les personnes handicapées à participer au marché du travail et à assurer l'égalité des chances dans la recherche d'un emploi. Si vous avez besoin de mesures d'adaptation pour présenter un curriculum vitae pour des postes à Lilly, veuillez envoyer un courriel à Lilly Human Resources

(Lilly_Recruiting_Compliance@lists.lilly.com) pour obtenir de l'aide. Veuillez noter que cette adresse électronique ne doit être utilisée que pour demander des mesures d'adaptation dans le cadre du processus de demande. Toute autre correspondance ne recevra pas de réponse.

Lilly ne fait pas de discrimination fondée sur l'âge, la race, la couleur, la religion, le sexe, l'orientation sexuelle, l'identité de genre, l'expression de genre, l'origine nationale, le statut d'ancien combattant protégé, la déficience ou tout autre statut protégé par la loi.

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Senior Sales Consultant Bio Meds - Eastern Quebec

Territory: Eastern Quebec | Sherbrooke | Saguenay

Organization Overview:

At Lilly, we're inspired to make a difference in people's lives every day - through the discovery of life-changing medicines, better understanding of disease management and support for people living with illness and their families and friends.

Our work today - from our research programs to our volunteer initiatives - is a reflection of our heritage of uniting caring with discovery to make life better for people around the world.

We are committed to investing in our employees - through competitive salaries, training and development, health, and the opportunity to do good. The pharmaceutical industry is a complex, rapidly changing environment and we are looking for highly capable people to help us accomplish our mission!

Responsibilities:

As a Lilly Sales Consultant within the Immunology team, you will enhance the customer experience by identifying critical needs and delivering optimal pharmaceutical-based healthcare solutions to our customers.

You will develop deep knowledge of our health care system, disease state, product portfolio and therapeutic options. You will identify and develop relationships with customers such as rheumatologists, IMs and other health care professionals. Using your Lilly network and resources, you will respond quickly and appropriately to customer concerns, and will identify and offer multi-channel solutions that are the most meaningful to your customers. You will analyze and interpret territory data, trends, and develop and implement a detailed territory plan for your portfolio.

If you are a highly motivated leader with proven relationship development skills, strong communication skills, and if you are comfortable working with clinical data there is an exciting and challenging opportunity for you.

Basic Requirements:

Lilly Canada is searching for a motivated sales consultant with a passion for ongoing learning. Ideally, this candidate has experience selling immunology products with rheumatologists and allied healthcare professionals. Proven success in previous roles has come from creating exceptional customer experiences, demonstrating a high collaborative teamwork approach, Winning Mindset and strong leadership. This candidate has experience that is derived from being trained with a needs-based customer interactive model and has demonstrated an ability to learn quickly. The successful candidate will demonstrate omnichannel selling capabilities which will generate strong connections with customers via virtual and in person interactions.

Additional Skills/Preferences

Good understanding of Pharmaceutical Sales Consultant role

Immunology or rheumatology experience is an asset

Bachelor's Degree

Completely bilingual: French 1st language and English

Hospital and/or key account sales experience

Strong Business Acumen

Ability to develop strong customer relationships

Proficiency with computers, Salesforce and data manipulation/analysis

Recent recognition of leadership, teamwork, customer focus, and performance (i.e., Canadian Pinnacle, President's Council, District Rep of the Year, or Award of Excellence)

Territory: East of Quebec

Permanent position

Ideal posted Location: Levis or Quebec

Additional Information:

Lilly will conduct, at its own expense, background search (including verification of educational credentials, contacting three of your personal references) of the successful candidate.

Eli Lilly Canada is committed to employment equity. We encourage applications from qualified women, members of visible minorities, Aboriginal peoples, and persons with disabilities. Please note if your current path/level is within the minimum and maximum level listed above, it would be considered a lateral move. For any additional questions, please contact your HR Business Partner.

All new employees are required to be fully vaccinated against COVID-19 as a condition of being hired by Lilly as described Lilly's Covid-19 Vaccination Policy. The requirement to be vaccinated is inclusive of any approved boosters, should they be deemed necessary in the future. Deadlines for boosters will be communicated through an updated policy as needed.

Eli Lilly and Company, Lilly USA, LLC and our wholly owned subsidiaries (collectively "Lilly") are committed to help individuals with disabilities to participate in the workforce and ensure equal opportunity to compete for jobs. If you require an accommodation to submit a resume for positions at Lilly, please email Lilly Human Resources (Lilly_Recruiting_Compliance@lists.lilly.com) for further assistance. Please note This email address is

intended for use only to request an accommodation as part of the application process. Any other correspondence will not receive a response.
Lilly does not discriminate on the basis of age, race, color, religion, gender, sexual orientation, gender identity, gender expression, national origin, protected veteran status, disability or any other legally protected status.

#WeAreLilly

How to Apply

Click "Apply Now"