



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.Links 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: 2024/05/02

Associate Learning & Development Consultant – Biomedicine Business Unit

Job ID 73-97-65-C3-44-62

Web Address

<https://careers.indigenous.link/viewjob?jobname=73-97-65-C3-44-62>

Company Eli Lilly Canada

Location Toronto, Ontario

Date Posted From: 2021-10-03 To: 2022-04-01

Job Type: Full-time Category: Office

Languages 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.

The Learning and Development (L&D) Consultant's purpose is to create and enable employees to acquire deep expertise within the therapeutic areas they are responsible for, in a manner that is engaging, efficient, and anchored in the realities of the Canadian Healthcare landscape.

The role of the L&D Consultant requires deep expertise in autoimmune diseases. The role requires an experienced individual to influence and work with internal cross-functional partners such as marketing, medical and sales.

The successful candidate will help shape strategic learning direction for new brands and existing assets. In addition, the experience and passion this person brings to the role will create an environment where learning solutions empower people and impact business results. The candidate will be proficient in presentation and facilitation skills that optimize the transfer of knowledge to adult learners.

Main areas of Responsibility:

1) Act as Business Partner by building and sustaining valued partnerships:

Leverage effective relationships with key business partners in marketing, sales, and medical to identify gaps and desired learning outcomes, that inform the delivery of appropriate training resources to the sales force.

Strategically consult and collaborate to advise how learning solutions will drive business outcomes

Leverage resources to enhance value to business partners

Work collaboratively with other members of the Learning and Development and sales management teams.

2) Training:

Provide initial and ongoing training of the sales force on foundational skills and knowledge

Collaborate with sales leaders, to support disease state knowledge needs and development.
Conduct field visits with field sales to provide coaching and assess training needs

3) Learning Solutions:

Use Adult Learning, Blended Learning and Modern Learning Principles to:

Perform needs and gap assessments and make recommendations for appropriate learning interventions

Design, develop, and implement sales training to build clinical confidence and product knowledge

Evaluate and consistently update learning programs and content

Create annual brand learning plans to support learning activities throughout the year

Facilitate training programs for the sales force

Develop sales training materials for clinical confidence and product training

4) Business Ownership and Accountability

Demonstrate knowledge of disease state, product portfolio, and therapeutic options

Demonstrate knowledge of channels and services/solutions

Maintain up-to-date knowledge of local selling environment, marketplace trends, and affiliate/business unit objectives

Establish and ensure consistent use of processes and tools to manage projects.

Develop content for launch readiness in compliance with local label and business needs

Basic Requirements:

Bachelor's Degree

Minimum of 3 years specialty sales experience, preferably in Autoimmune

Experience and passion for customer-centric selling approach / philosophy

Excellent facilitation & communication skills, both written and verbal

Bilingualism (French and English) is an asset

Ability to connect with broad range of audiences and ability to leverage use of virtual training platforms

Experience working within or knowledge of the relevant therapeutic area.

Highly skilled in project management and Microsoft Office tools – Excel, PPT, Word, Teams etc.

Important traits: Learning agility, autonomy, optimism, resilience, passion for work, adaptability, desire for achievement

Strong influence, communication and networking skills to build relationships with cross functional leadership and peers

High energy, drive and enthusiasm towards delivering excellence in capability work and experiences

Proven decision-making and critical thinking skills to help guide strategic and tactical planning.

Additional Information:

This role is field-based with expectation of time in head office, 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.

At Lilly we strive to ensure our employees are part of a team that cares about them and our shared purpose of making life better for those around the world. How do we do this We continue to look for ways to include, innovate, accelerate and deliver while maintaining integrity, excellence and respect for people.â€œ We hope that you seek to join us on our journey as we create medicine and deliver improved outcomes for patients across the globe!

#WeAreLilly

How to Apply

Click "Apply Now"