



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

Sales & Marketing Integration Associate DBU (12 Months Contract)

Job ID	94-73-DD-D9-51-8B	
Web Address	https://careers.indigenous.link/viewjob?jobname=94-73-DD-D9-51-8B	
Company	Eli Lilly	
Location	Ontario, Ontario	
Date Posted	From: 2022-04-28	To: 2022-06-27
Job	Type: Full-time	Category: Health Care
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.

JOB TITLE: Sales and Marketing Integration Associate

This is a 12 month opportunity

This is a head office based opportunity where on-site presence will be required at our Toronto office, 4-12 days per month, as determined by your manager and business needs.

RESPONSIBILITY STATEMENT:

This role will be accountable for establishing and maintaining effective communication and workflow between the DBU Sales and Marketing Organizations in addition to serving as consultative support for special projects to both internal and external DBU customers. This will be achieved mainly by representing the DBU teams in various key meetings and milestones throughout the year in addition to project management for the various related projects and managing the integrity and compliance of all promotional material by liaising with legal, Ethic and Compliance, Medical Affairs, etc. The Sales and Marketing Integration Associate should be considered a key development role for anyone interested in pursuing either a brand manager or sales manager role in their career.

Key Responsibilities:

Owner of Sales/Marketing Communication (50%)

Marketing/Sales Cycle (SMM/District meetings/NCM) - work with Brand Leaders, Marketing & Sales Director, and BU Lead to establish timelines for campaigns, live meetings for strategic alignment, hand-off to sales and implementation updates.

Manage District/Regional or National meetings from a content, theme, audience and outcomes perspective by working with Directors of Sales and Marketing, Brand Leaders, and Business Unit Lead.

Closely work with L&D to ensure alignment of business needs with the agenda and workshops.

Responsible for rollout of all communications to sales, sales managers and Business Unit Directors, including pre-reads, in relation to key meetings.

Facilitate the DBU MPR, QBR meetings including owning the agenda, minutes and follow-ups.

Partner with Sales and Marketing Directors to review the monthly performance data, complete Dashboards and communicate pre-reads to all DBU MPR, QBR attendees.

Work with Directors of Sales & Marketing and Business Unit Lead to develop the affiliate business calendar from a Cross-Functional perspective. Develop and communicate the meetings calendar as well as head office ambassador schedule for field visits.

Own and maintain the refreshed and simplified Sales Resource Centre

DBU PSP responsibilities: manage day to day requirements for the Humatrope PSP: communications with our external vendor, management of all supporting tools, invoices, etc.

Field time with DBU representatives post traction meetings and sales cycle meetings

Attend traction meetings, SMM, NCMs, etc.

B) Cross-Functional Integration (35%)

Act as the key representative for DBU commercial with various members of the cross-functional organization.

National medical conferences: Be the point of contact of for Lilly with the organizing committee and lead the internal process of contracting, sponsorship etc. Partner with cross functional team in defining strategy and implementation plan for each conference and lead the logistical execution of these activities: booth, materials, National DBU conference like CPEG, Diabetes Canada, etc.

Manage implementation of special projects aimed at improving current business practices (i.e. NBA and Omnichannels initiatives, DBU Veeva Audits, new corporate policies etc.)

Budget management of the Sales Admin Budget, including SMM, NCM

Owner of the NCM process - indirectly supervise NCM coordinators, retain agency and align with the brands to ensure a smooth NSM process

Work with DBU Leadership to identify sales training gaps and identify potential solutions

Liaise with Marketing and other departments in the affiliate to develop content of SalesNews (weekly e-mail to sales)

C) Marketing Operations (15%)

Ownership of the PI/CCI DBU Inventory. Perform quarterly updates of our DBU Projects inventory list.

Veeva Vault Audits: Perform quarterly audits of a sample of the DBU Veeva promotional materials and report findings with DBU Marketing Director, Ethics and Compliance Officer, CMO and DBU Lead.

Lead the completion of the Annual Thought Leader Engagement Plan and ensure all activities are upload on our TLE Map for Approval.

Lead the Annual Samples Strategy plan with DBU commercial leaders and ensure it is properly documented.

QUALIFICATIONS AND EXPERIENCE:

- University degree
- Relevant sales or cross-functional experience
- Budget management
- Fluency (English and French) preferred
- Demonstrated leadership abilities
- Strong organizational, interpersonal, verbal and written communication skills
- Ability to work effectively with senior management team
- Ability to influence without authority
- Ability to manage multiple projects/tasks of equal priority
- Takes initiative

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.

How to Apply

To submit resume, visit <https://www.lilly.com/careers> and apply to Req ID R-31791.