



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.

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/05

Sales Consultant Diabetes North York/York Region

Job ID	BB-DA-31-1F-0A-3F
Web Address	https://careers.indigenous.link/viewjob?jobname=BB-DA-31-1F-0A-3F
Company	Eli Lilly Canada
Location	North York, Ontario
Date Posted	From: 2022-06-30 To: 2022-08-29
Job	Type: Full-time Category: Miscellaneous
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.

Sales Consultant Diabetes North York/York Region

Territory: North York/York Region

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, 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 family physicians, specialists, 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: Education and Experience

Lilly Canada is searching for a motivated, self-starter, with a passion for ongoing learning. Ideally, this candidate has experience selling diabetes medications with physicians and allied healthcare professionals. Proven success in previous roles has come from creating exceptional customer experiences, demonstrating a high collaborative teamwork approach, 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. This candidate will be solution oriented with a winning mindset. The candidate must have strong iPad experience as the core of their daily activity.

Additional Skills/Preferences

Good understanding of Pharmaceutical Sales Consultant role

Bachelor's Degree

Strong business acumen

Demonstrated strong sales performance results

Ability to develop strong customer relationships virtually or in person

Proficiency with computers and data manipulation/analysis

Hospital and/or account sales experience

Recent recognition of leadership, teamwork, customer focus, and performance

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"