

Regional Sales Manager – Western Canada

Title: Regional Sales Manager – Western Canada

Department: Sales

Salary Range: \$115,000 - \$130,000

Marcan Pharmaceuticals Inc. is a pharmaceutical company actively involved in the development, marketing, sales and distribution of branded and generic pharmaceutical products for the Canadian market. Based in Ottawa, Marcan currently manufactures and distributes a variety of drugs covering a wide range of therapeutic categories through numerous dosage forms.

Marcan is seeking a Regional Sales Manager – Western Canada. This newly developed role will report to the Senior Director National Sales – Hospital.

Main duties and responsibilities

Territorial Management:

- Act as the primary contact for customers, providing prompt support and ensuring high satisfaction in line with Marcan contractual commitments.
- Translate the National Plan of Action (POA) into an effective provincial action plan and ensure timely execution.
- Share responsibility for the full hospital portfolio.
- Plan and execute activities to achieve and exceed sales targets.
- Identify and capitalize on regional opportunistic sales opportunities.
- Drive successful new product launches and contribute recommendations to enhance market strategies.

Build Relationships with Key Customers and Strategic Collaboration:

- Build and strengthen relationships with prioritized customers.
- Represent Marcan at regional and national industry events to expand networks and reinforce our leadership position in hospitals.
- Develop partnerships with senior hospital executives to understand formulary changes, funding dynamics, and connect them with Marcan headquarters teams.

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- Collaborate closely with other Sales Managers to support product promotion and maximize the impact of events across the full portfolio.
- Innovate to interact with customers, acting as a trusted advisor aligned with our vision and values.

Administrative and Reporting Duties:

- Complete all administrative tasks accurately and on time.
- Gather up-to-dated competitive information.
- Submit expense reports on time and in compliance with company policy.
- Coordinate with Sales Administration, Commercial.
- Keep personal training, achievements, and development plans updated.
- Attend all required regional sales meetings and conference calls

Skills and Experience

- Bachelor's degree in business administration, science or any other related field.
- 5 to 7 years of selling experience in Western Canada or related market with focus on the knowledge of the generic market in its territory.
- Sound knowledge of the Western Canada pharmaceutical hospital market and decision makers.
- Experience with MS Office Suite, especially Excel and PowerPoint.
- Have a valid driver's license.
- Recognized interpersonal and communication skills.
- Advanced business planning and analytical skills.
- Advanced organizational and decision-making skills.
- Ability to innovate and develop new ideas that give a competitive edge.
- Demonstrate and bring a collaborative approach and a team-oriented mindset.
- Strong autonomy in developing expertise and mastering independently existing and new knowledge of the products.

Other requirements:

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- Reside in Alberta or British Columbia.
- Available to travel within the province on a regular basis (60% of time).

Desirable Requirements / Assets:

- Experience as or working with hospital pharmacists.
- Experience at creating quality presentation material for senior executives.

What We Offer

- Group RRSP
- Health & dental benefits
- Paid vacation

The above statement reflects the general details considered necessary to perform the duties of the job. This shall not be construed as a detailed description of all the requirements of the job. While we thank all applicants, only those under consideration for the position will be contacted. If you require accommodation during any stage of the recruitment process, please notify Human Resources. Accommodation is available upon request.