



Janssen Ortho-McNeil Pharmaceutical, a member of the Johnson & Johnson family of companies, currently markets pharmaceutical products in several therapeutic categories, including: Primary Care, Psychiatry, Neurology, Women's Healthcare and Urology. With net trade sales growth in 2002 of 8.5%, Ortho-McNeil employs approximately 3,900 associates. The company is headquartered in Raritan, New Jersey.

Sales Representative (College Overhire) Job Description

A pharmaceutical sales representative is responsible for direct customer relations, territory management, and business planning. The rep will call on targeted customers, including physicians, pharmacists, and other healthcare customers within a specific geographic area.

The College Overhire is responsible for coverage for short term leaves of absences (disability, maternity leave, military leave, etc.) This individual will cover for a short term in an assigned territory(s), and within 12-18 months, have the opportunity to be placed into a vacant territory. **The college overhire is required to relocate anywhere within a region (possible for multi-state relocations).**

The Sales Representative is responsible for achieving sales goals and implementing company-approved programs within a (company assigned) geographically defined territory. This is accomplished by providing company-approved information and services to all classes of accounts such as physicians, retail pharmacies, hospitals, wholesalers, and managed care organizations. The Sales Representative is also responsible for coordinating sales strategies with appropriate teammates to maximize sales in territory.

The Sales Representative travels from account to account by automobile in the varying seasonal elements. Overnight travel is necessary in some territories and for attendance at district and other company meetings. Weekend travel and work may be necessary due to company sponsored meetings or conventions. The normal workday is defined as being in the territory at least between 8:00 A.M. to 5:00 P.M. conducting and making customer calls. Flexible work hours (beyond normal work day) are essential to conduct early morning and evening hospital meetings and medical education programs where needed. Additional hours will be needed to fulfill administrative requirements.

Qualifications:

Bachelors or Higher degree in Business or related field. Excellent verbal and written communication skills are required. Previous sales experience a plus. Demonstrated leadership a plus. Valid driver's license and a good driving record are required. **Must be able to RELOCATE and travel within a region.** Minimum 3.0 GPA. All candidates must be authorized to work full-time in the United States.

Key Competencies

- Selling/influential skills Business acumen · Determination ·
- Problem solving · Computer skills ·
- High motivation ·

Locations:

Positions available nationwide.

Training & Development

Extensive training is provided in the areas of product knowledge and selling skills. Sales representatives also receive territory mentoring and field observation.

Please email resumes to: Imalinas@corus.jnj.com

<http://www.ortho-mcneil.com/> <http://www.janssen-ortho.com/>