

Sales Leadership Development Program (SLDP)

FOCUS ON THE FUTURE. WE DO!

When we at LifeScan, Inc. ask “What’s new?” we’re not speaking casually, we’re reflecting a belief we all share – innovation is the key. Because of our ongoing innovation, our OneTouch® brand of products experience continued success as part of Johnson & Johnson, the world's #1 health care products manufacturer.

LifeScan Inc., a member of Johnson & Johnson's Family of Companies, currently has several opportunities for recent college graduates with a passion for their work, a vision for their future, and a true desire to make a meaningful difference in people's lives. Sales Associates start at our Milpitas, CA headquarters to continue on as a future Professional Sales Representative in any LifeScan territory in the United States!

Explore LifeScan, Inc., where our small-company environment and big-company impact can provide the career dimensions you might be looking for. Our focus on teamwork and collaboration fosters an innovative culture in which you can play an important role in helping to create a world without limits for people with diabetes. The impact is already far-reaching: Every day, around the world, more than three million people depend on our OneTouch® brand of blood glucose monitoring systems and test strips, and our OneTouch® Diabetes Management Software to help create a healthier lifestyle. And, as a member of the Johnson & Johnson Family of Companies, you can benefit from the stature, resources, and broad career development opportunities available with a global leader in pharmaceutical, medical devices, and consumer health care products.

SALES ASSOCIATE

In this position, selected candidates will use their recent college training and outstanding persuasion skills to promote OneTouch® brand products. They will learn about our products, be trained to contact and communicate with our customers (Health Care Professional, Pharmacists, etc.) nationally, and mentored as they develop excellent sales skills. This will be accomplished through vacant territory coverage, assigned territories and developing new prospects, which during this time maintaining sales development program requirements.

Applicants responding to this opportunity MUST be open to relocation. Successful Sales Associates will be promoted into open US sales territories within 24 months.

This opportunity is perfect for someone with:

- A recent college degree (11/07- 6/08) preferably in Marketing or Business.
- High level of integrity and moral standards.
- A strong desire to grow in professional sales quickly and the willingness to relocate.
- Excellent listening, problem solving, and assertiveness skills.
- Passion to be in a Sales and Marketing career.
- Proven track record of excelling in school.
- Strong organizational ability and time management skills.
- Proven track record of negotiation & closing skills.
- Strong communication and relationship building skills.
- Working knowledge of Microsoft Office.

Selected candidates will enjoy sales, promoting new sales programs, and maintaining records of calls to ensure proper call coverage. Johnson & Johnson provides an excellent opportunity to join the J&J Family of Companies, an outstanding compensation and benefits package including a bonus or commission schedule, health, dental, and a 401k with generous company match. You can learn more about us at www.lifescan.com.

We strongly encourage *recent* college graduates who want the opportunity to work in a small-company environment with big-company impact to apply by following these simple steps:

Step 1. Visit www.jnj.com/careers

Step 2. In top right corner by Connect, type (req number)

Step 3. Click GO

Step 4. Click on Sales Associate-College Hire (SLDP)