

Pharmaceutical Primary Care Sales Representative

Job Description

For more than 130 years, Eli Lilly and Company has been dedicated to meeting the health care needs of people in the United States and around the world. We address these needs primarily by developing innovative medicines—investing a higher percentage of our sales in research and development than any other major pharmaceutical company. If you are interested in being considered for employment with a “Best in Class” Pharmaceutical company, please review the following opportunity:

Pharmaceutical Primary Care Sales Representative Part Time/Job Share

Our goal is to become the premier sales force in the pharmaceutical industry. We are looking for diverse and dynamic professionals who want to be a part of a winning team and to make a difference in people's lives.

KEY OBJECTIVES/DELIVERABLES:

- Achieve sales growth in territory
- Professionally promote Lilly's products to healthcare professionals
- Conduct analyses on product & market trends
- Develop & execute territory business plans
- Coordinate efforts with territory partners in a team environment

MINIMUM REQUIREMENTS:

- EDUCATION: Bachelor's degree, Minimum 2.75/4.0 Cumulative GPA in undergraduate degree
- GPA minimum does not apply to candidates with 10 or more years of work experience since their undergraduate degree was obtained
- GPA minimum does not apply to former Lilly employees
- SPONSORSHIP: Qualified candidates must be legally authorized to be employed in the United States. Eli Lilly and Company does not anticipate providing sponsorship for employment visa status (e.g., H-1B or TN status) for this employment position.

ADDITIONAL SKILLS/PREFERENCES:

PLATFORM SKILLS:

- Demonstrated Business Acumen
- Demonstrated success in Persuasion, Influence, and Negotiation skills
- Excellent Communication/Interpersonal skills.
- Documented Leadership Ability
- Demonstrated ability to learn & apply technical/scientific knowledge
- Knowledge of and or experience with sales process

PREFERENCES:

- Consideration for this position requires an acceptable driving record
- Successful completion of the Pre-Employment Screen
- Demonstrated longevity by having held less than 3 jobs in the past 5 years
- Candidates should be open to relocation
- Flexible to learning new products and disease states over time

OTHER CONSIDERATIONS:

- PART TIME/JOB SHARE
- TRAVEL: Some overnight travel may be required.

Lilly credits its exceptional employees for its successes, and knows the key to ongoing achievement lies in attracting and retaining the best people. A company rich in heritage, Lilly employs individuals, conducts research and markets products worldwide. By providing for the unmet needs of our customers through a continuous stream of innovation, we will outgrow all competitors.

Lilly earns consistent and wide recognition for creating an exceptional work environment:

- **Business Week** magazine 50 Best Places To Launch A Career™
- **FORTUNE** America's Most Admired Companies™
- **FORTUNE** 50 Best Companies for Minorities™
- **Working Mother** 100 Best Companies for Working Mothers™
- **Industry Week** magazine 100 Best-Managed Companies™
- **Business Ethics** magazine 100 Best Corporate Citizens™
- **Science** magazine Best Companies for Scientists™

Lilly Values

- **Integrity**
 - **Leadership by example**
 - **Honesty**
- **Respect for People**
 - **People are our greatest asset**
 - **Lilly is committed to communicating early and often about changes that may occur**
- **Excellence**
 - **History of healthcare breakthroughs**
 - **Pursue only first-in-class and best-in-class products**

Benefits:

- **Retirement program**
- **401K program (match)**
- **Comprehensive health plan**
- **Paid vacation +* recognition days**
- **Life insurance**
- **Closed last week of year with pay**
- **Flexible work schedule**
- **Reimbursement accounts**

- **Vacation purchase plan**
- **Personal & family illness leave**
- *** Parental leave**
- *** Dependent care leave**
- *** Adoption assistance**
- *** Matching gifts**
- **Leaves of absence**

Compensation:

- **Base pay:**
 - **Current base salary/Approx \$52,000**
 - **Consideration for an annual merit**
- **Variable pay (bonus/incentive):**
 - **Lilly Bonus Plan**
 - **Prem1er Rewards (sales)**
- **Other sales incentives/recognition:**
 - **Achievement Trips**
 - **Business “tools” for sales:**
 - **Car and insurance**