

Company:	Brogan Pharmaceuticals	Location:	US-IN-Crown Point
Status:	Full Time, Employee	Job Category:	Biotechnology and Pharmaceutical
Relevant Work Experience:	5+ Years	Career Level:	National Account Manager (Manager/Supervisor of Staff)
Education Level:	Bachelor's Degree	Aseptic Processing	Parenteral Products

## Job Description

Brogan Pharmaceuticals. is a specialty pharmaceutical company, engaged in the formulation, clinical testing, registration, manufacture and commercialization of pharmaceuticals specifically targeting rare diseases. This is a highly visible and integrated position offering development opportunities in marketing, sales and product development. The right candidate will have the real opportunity to move and advance through various management and executive level positions.

### Responsibilities:

- Develop and execute business plans and strategies designed to create visibility for Brogan and its products with key account organizations, disease state thought leaders, and peer to peer selling. Establish and enhance the Company's name recognition and image within rare disease foundations.
- Develop product specific plans of action, which may include marketing, reimbursement and implementation of sales opportunities for product portfolio.
- Develop sales budgets, forecasts and resource allocations to meet corporate objectives.
- Analyze the managed care marketplace to determine opportunities for improving the selling environment for the company's products
- Evaluate all assigned opportunities and existing product lines and contract manufacturing agreements for profitability.
- Serve as a channel of communication to organize, coordinate, and communicate pull-through selling programs to the field sales force or contract sales organization.
- Recommend strategies to marketing, contracting, and senior management.
- Successfully launch new products in assigned accounts.

### Requirements for Position:

- Extensive knowledge of radiopharmaceuticals, nuclear medicine and the pharmaceutical industry.
- Excellent communications skills.
- BA/BS in Marketing or Scientific field, Master's degree or MBA preferred

3–5 years managing corporate accounts in the pharmaceutical industry or 3–5 years experience as a successful high performance pharmaceutical district manager. Experience in government affairs, knowledge of medicaid and medicare reimbursement preferred, and peer to peer selling a must.

Brogan Pharmaceuticals is dedicated to the achievement of equality of opportunity for all its employees and applicants for employment without regard to race, color, religion, sex, gender identity, sexual orientation, marital status, age, national origin, disability, veteran status or any other protected group status under federal, state or local law.