



Crown Laboratories, Inc.



Crown Laboratories, Inc., an established Dermatology and Aesthetics Company, and the makers of Blue Lizard Australian Sunscreen, is looking for **qualified Part Time/Flex Time Sales professionals** to market and promote products to Dermatologists, Podiatrists, and other physician practices. The Sales Team markets:

Pharmaceuticals: The company has a range of established **branded** prescription Dermatology products with **additional product launches slated for 2018**.

Cosmeceuticals: **A line of uniquely formulated, innovative, science-based products that will be promoted and sampled for physician recommendation and/or physician dispensing.**

OTC: **High-quality therapeutic products, including Blue Lizard Australian Sunscreen, for everyday patient use.**

Crown is headed by a **leadership team established in dermatology and committed to the dermatology specialty. The company has a strong product pipeline and is well positioned for rapid growth: this is an exciting time to join the Therapeutics Sales team.**

If you are looking for an opportunity to:

- Build a business from the ground up
- Work in an entrepreneurial environment where ideas, and the sharing of those ideas, are the expectation not the exception.
- Be recognized and rewarded for your contribution.

We can offer you:

- A portfolio of products that provide benefit and value to patients and providers
- Visibility within the organization
- **Competitive Salary, with an uncapped bonus structure, car allowance and gas card.**
- Opportunity to move from Flex to Full time based on Performance

**Position: Flex Time Territory Business Manager**

**Territories:**

- White Plains
- North Jersey
- Phoenix
- St. Louis

**Position Summary:**

- Achieve, at or above 100%, the company delivered sales objectives for each of the promotional products within a given therapeutic space of Rx, Cosmeceuticals and OTC.

- Maintain company goals for call plan achievement with defined potential and current prescribers, recommenders, or dispensers within their territory.
- Deliver multi product presentations to customers and identify /increase territory business opportunities through use of appropriate resources.
- Exhibit high quality territory management through activities including pre- call planning, sales presentation, post call analysis, material inventory, call reporting and expense reporting.
- Develop and build long-term business relationships with all customers.
- Demonstrate a knowledge of key customers, local dermatology market, managed care and access environment by product and competition.
- Take professional responsibility for their own continuing education by adding extensive knowledge of products through reading and studying existing sales training materials, clinical articles, promotional materials, attending medical meetings and full participation of regional/national meetings.

**Qualifications/Requirements:**

- Bachelor's Degree Required
- Minimum of 3 years sales experience with a track record of proven sales success.
- Business Acumen.
- Excellent verbal and communications skills and comfortable interacting with all levels of the organization.
- Strong negotiation skills with a persuasive communication style.
- Strong proficiency in Microsoft Office suite of products.
- Consistently demonstrates initiative, self-motivated, and strong performance orientation.
- Recent experience in the territory (local market knowledge/existing relationships) highly preferred.
- Completes all administrative tasks in a timely manner.

**If you are interested in working for Crown Laboratories, Inc. please fill out an application [HERE](#).**