

National Account Manager (10-007)

Azur Pharma, Inc., a dynamic, growing, privately-held specialty pharmaceutical company with commercial franchises in psychiatry, women's health and orphan drugs, is currently seeking candidates to fill a National Account Manager (NAM) role in support of continuing operations in the western portion of the country, and possibly throughout the US.

In this role, the NAM is responsible for proactively developing and executing a managed care and retail pharmacy business plans ensuring a preferred access for the Azur portfolio of products. In addition, the NAM will be responsible for monitoring the company's strategic markets, competition activities, and market focus, and analyzing the competitive environment to make appropriate recommendations as well as assist with establishing pricing strategies.

Specific activities include initiating/developing/leveraging relationships with thought leaders as well as initiating and growing strategic sales/marketing efforts in all aspects of the managed care industry and retail pharmacies by targeting HMOs, PPOs, PBMs, Medicare, Medicaid, employer groups, defined governmental agencies, GPOs, Managed Health Care Plans, State Medicaid Agencies, Managed Medicaid Plans, Pharmacy Benefit Management Organizations, DOD & Veterans Integrated Service Networks, Military government businesses, and other strategic healthcare entities. The NAM will be involved in senior level contacts which may include Commercial Managed Care Organizations, State and Federal government agencies, Military and Veterans Affairs, Public Health Service, and employer groups.

To be considered for this position, the well qualified candidate will have a bachelor's degree and 5 to 7 years of directly related experience to include demonstrated experience developing and executing managed care AND retail pharmacy business plans, similar to those described above, in the pharmaceutical industry. The preferred candidate may also have experience in either a pharmaceutical sales or marketing role.

To be considered for this position, the well qualified candidate should send a resumes and salary requirements, referencing the title and job number, to:

Azur Pharma, Inc.
Human Resources
1818 Market Street, Suite 2350,
Philadelphia, PA 19103
E-mail: jobs@azurpharma.com

No Calls or Faxes Accepted. Only those candidates considered for an interview will be contacted.

Azur Pharma is an Equal Opportunity Employer.EOE M/F/D/V