



Crown Laboratories, Inc.

## **Territory Business Manager – Washington, DC**

Crown Laboratories, Inc., a newly emerging Dermatology and Aesthetics Company, and the makers of Blue Lizard Sunscreen, is looking for a qualified sales professional to market and promote products to Dermatologists, Plastic Surgeons and other physician practices. The Sales Team markets:

**Pharmaceuticals:** The company has a range of established prescription Dermatology products with more in the pipeline.

**Cosmeceuticals:** a new line of uniquely positioned, innovative, science based (clinically supported) products that are directly dispensed by doctors to their patients

**OTC:** Very high-quality therapeutic products for everyday needs and concerns (physicians channel)

Crown is headed by a management team/organization that is very established and respected with a rich history of delivering compelling new products. The company has a strong product pipeline and is well positioned for rapid growth: this is an exciting time to join this 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, fleet vehicle or car allowance and gas card.

### **Position: Territory Business Manager**

- 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.