



Crown Laboratories, along with our affiliated companies, has a long-standing heritage in skin care, and we are passionate about providing consumers and clinicians with innovative solutions for the skin. As our mission states, we are committed to developing and providing a diverse portfolio of pharmaceutical and consumer products that improve the quality of life for our customers.

With consumer brands like Blue Lizard Australian Sunscreen, Panoxyl, Sarna, Vita Liberata, and more, we offer best-in-class sunscreens, self-tanning lotions, moisturizers, cleansers and oral care products. Our prescription products provide healthcare professionals with solutions for managing a variety of skin conditions. With the recent addition of Bellus Medical, we are now a leading innovator in aesthetics. We are excited about our future, as we grow to become an innovative leader in the dermatology, skin care, and aesthetics industries while enriching the lives we touch.

We are currently recruiting for a Training/Trade Specialist who will be responsible for providing field sales and product training, developing sales and product education materials, managing pharmacy networks, and assisting the Sales and Marketing team to reach growth initiatives. This position provides support with the goal to increase sales force effectiveness and employee retention.

#### **Primary Responsibilities**

- Work with sales leadership to design a training/onboarding curriculum based on the organization's objectives
- Work with colleagues across multiple functions (e.g. Sales, Marketing, Analytics, HR) to develop sales training, in addition to an effective onboarding and orientation program that will increase Territory Business Manager knowledge, increase productivity and decrease turnover.
- Identify gaps in knowledge, skills and/or abilities of the sales team and proactively develop team members.
- Development of the corporate training plan in collaboration with training and development, HRBP and sales leadership.
- Implement the orientation process in collaboration with Sales Management.
- Develop adaptive training methods and instructional material to meet the varying needs of the organization, whether based on learning styles, product strategy, or client-focused approach.
- Track/measure the impact of training and adapt the curriculum accordingly
- Develop/manage relationships with designated pharmacy networks to include the Crown Pharmacy Direct Purchase Network, Crown Product HUB Pharmacy Network, and the Triderm 454 Pharmacy Networks
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#### **Requirements:**

Any combination of education and experience equivalent to a Bachelor's Degree and 3-5 years relevant experience in pharmaceutical/healthcare sales with training experience. Previous pharmaceutical, OTC skin care, healthcare and/or cosmetic sales experience required. Other skills

- Ability to work independently and in a team environment
- Excellent communication (oral and written and presentation skills)
- Personal drive and internal motivation toward high achievement
- Ability to comprehend and communicate complex technical/medical terminology and to maintain the required technical expertise including competitor product knowledge
- Good organizational and planning skill with strong attention to detail and accuracy
- Excellent selling, closing, persuasion and presentation skills.
- Flexibility and the ability to handle multiple tasks simultaneously.

- Ability to sit for extended periods of time in the course of performing their duties.
- This position does require sporadic travel.

NOTE: This job profile is intended to provide an overview of expected job duties and requirements. It is not intended to be a contract of employment, explicit or implicit. All contents are subject to change at the sole discretion of the company. Cooperation is expected of all employees. Other duties may be assigned as needed.

We offer a competitive benefits package including vacation, medical, dental, vision, short/long term disability and 401(k) w/match.

*an Equal Opportunity Employer*

For other career opportunities, please visit our careers page:

<https://www.crownlaboratories.com/employment-opportunities/>

To learn more about our company and our brands, please visit our websites:

[www.crownlaboratories.com](http://www.crownlaboratories.com)

[www.bluelizard.net](http://www.bluelizard.net)

[www.vitaliberata.com](http://www.vitaliberata.com)

[www.nkdskn.com](http://www.nkdskn.com)

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