

Director, Eyecare Sales

Responsibilities:

- Meet and/or exceed assigned sales performance objectives, ensuring specific account action plans are aligned with the strategic initiatives.
- Recruit, hire, and develop the sales force.
- Educate sales targets about FERA Pharmaceuticals and its products.
- Establish and/or cultivate KOL relationships.
- Define and coordinate sales training and selling models that enhance potential.
- Work closely with marketing functions to establish successful support and pull-through programs.
- Effectively communicate analytics, trends, and status updates to executive management.
- Provide detailed and accurate sales forecasting.
- Operate within the Sales organization budget.
- Cultivate a culture of trust, empowerment, performance, and accountability.

Qualifications:

- At least ten years' experience leading high-performing sales teams.
- Pharmaceutical/biopharmaceutical Sales experience, preferably in Ophthalmology.
- A bachelor's degree is required, with an emphasis in Bio/Life Sciences preferred.
- Knowledgeable in Microsoft Suite applications.

To apply, please email your resume to contact@ferapharma.com.