



**HOSPITAL SALES REPRESENTATIVE  
(Hospital Account Associate)  
Location: Winnipeg, MB**

**Summary:**

Have you recently earned your undergraduate or master's degree in a science-related field, and are searching for a unique opportunity that combines both your education and people skills? Are you willing to travel, and looking for a challenging, yet rewarding, position with incredible opportunity for growth?

Medicure is hiring people like you to join our growing team of Hospital Account Associates.

**You must be a Canadian and/or U.S. citizen (no exceptions).**

**Job Description:**

We take pride in our team members being experts in the field of acute cardiovascular care.

AGGRASTAT®, an interventional cardiology drug, requires a high level of clinical expertise. As part of this role, you will be expected to absorb over 20 years of clinical data in acute coronary syndrome pharmacology for patients undergoing percutaneous coronary intervention in a very short period of time. Medicure offers a structured training program and will give you the tools needed to aid in your success.

You will have a territory in the United States, which will require extensive travel (50%). All travel-related expenses will be absorbed by the Company. When you are not traveling, you will be based out of Medicure's head office located in Winnipeg, Manitoba.

Starting salary is \$50,000 to \$60,000. Salary reviews occur at 3, 6, and 12 months, with **attractive growth in compensation based on performance**. Other forms of compensation include an active benefits plan at time of hire, participation in Medicure's quarterly corporate bonus program, and stock option grants. A relocation package is included for those hired from out of province.

**Responsibilities:**

- Effectively plan work days and sales calls to accomplish goals and objectives
- Meet or exceed goals and objectives by developing and implementing strategies specific to assigned territory, ensuring that products are on hospital formulary.
- Discover who the decision-makers and key contacts are in a hospital account, and establish and maintain professional relationships with physicians, medical staff, pharmacies, etc.

- Develop and maintain knowledge of products, disease states, clinical data, treatment practices and care pathways.
- Communicate a current, effective, and accurate sales presentation to customers.
- Present a professional sales image in all business matters.
- Maintain and operate assigned sales territory within established sales and/or corporate policies, procedures, and standards.
- Carry out all duties and responsibilities in compliance with applicable regulations and Pharma guidelines.

### **Requirements:**

- Bachelor or Master's degree in life sciences or equivalent preferred.
- Work experience in the pharmaceutical industry or background in cardiovascular disease is desirable, but not required.
- Ability to comprehensively learn about new subject areas and environments.
- An independent self-starter with the ability to work effectively both alone and with cross-functional teams.
- Strong broad based scientific knowledge as well as excellent presentation and teaching skills.
- Strong interpersonal, written, phone and negotiation/influence skills.
- Based in Winnipeg, MB.
- Canadian and/or U.S. citizen.
- Available to travel at least 50% within United States.

### **Company Description:**

Medicure Inc. is a specialty pharmaceutical Company engaged in the research, clinical development and commercialization of human therapeutics. The Company's primary focus is on the sale and marketing of its acute care cardiovascular drug, AGGRASTAT® (tirofiban hydrochloride) in the United States and its territories through its U.S. subsidiary, Medicure Pharma