



OVERVIEW

J2 BIO-PHARMA is an exciting privately held specialty pharmaceutical company focused on in-licensing, development and commercialization of neurology medications. We are a new and fast-growing company founded by serial entrepreneurs with over 90 years of experience in pharmaceutical development and commercialization. We are looking for talented results-oriented sales performers to join our team as we prepare to launch our first products in 2025.

We are a values-based company committed to bringing better health and a brighter future to the lives of patients suffering from neurological disorders. Our passion and pursuit are to partner with the neurology community to provide improved treatments and therapies for unmet medical needs.

DESCRIPTION

The J2 BIO-PHARMA **Executive Sales Professional (ESP)** plays a critical role on our team, reporting directly to the VP & General Manager. This position is responsible for developing and executing a strategic business plan to launch products quickly, maximize demand and drive net sales for J2 BIO-PHARMA products. The ESP will build and maintain strong relationships with targeted healthcare providers (HCPs), key accounts, patient advocacy organizations and specialty pharmacies to ensure seamless coordination and optimized product access.

DUTIES & RESPONSIBILITIES

- **Achieve Sales Goals:** Consistently meet or exceed sales targets, product launch expectations, and performance metrics.
- **Strategic Territory Management:** Analyze market trends and territory data to develop and execute effective call plans, ensuring the right message, frequency, and resources are directed toward high-value targets.
- **Account & Business Planning:** Create and implement actionable business plans for territory and key accounts, leveraging resources and funding to drive healthcare professional (HCP) engagement, education, and growth.
- **Drive Prescription Growth:** Apply advanced product knowledge and effective selling techniques to influence HCP prescribing behaviors and coordinate/manage HUB/Specialty Pharmacy distribution to increase prescription volume and net sales within the territory.
- **Key Account Mindset:** Understand the unique roles, opinions, and impact of individuals within an account, maximizing influence on HCPs and office staff, to prescribe our products and to utilize our specialty pharmacy distribution model.
- **Continuous Learning & Development:** Successfully complete all initial sales training and actively pursue ongoing professional development to enhance selling effectiveness and industry expertise.
- **Compliance & Integrity:** Conduct all business activities in full compliance with local and national laws, regulations, and J2 BIO-PHARMA policies and procedures.
- **Administrative Excellence:** Accurately and promptly complete all administrative tasks, reports, and documentation as directed by management.

- **Professional Standards:** Uphold the highest ethical and professional standards, consistently demonstrating integrity, accountability, and excellence in every interaction.

QUALIFICATIONS

- **Education:**
 - Bachelor's degree from an accredited four-year college or university.
- **Experience:**
 - Minimum of 3+ years of specialty/device sales experience, with a strong preference for working in neurology/epilepsy.
 - Proven success in specialty pharmacy networks and product launch environments.
 - Demonstrated expertise and success launching products quickly and accelerating growth.
 - Strong understanding of the neurology landscape, including relationships with neurology clinics, healthcare professionals (HCPs), and major hospitals (preferred).
 - Business to Business Sales experience is a plus.
- **Sales Performance:**
 - Documented track record of exceeding sales goals and winning sales awards.
 - Ability to perform in challenging and competitive environments.
 - Results-driven, highly motivated, and accountable for performance and outcomes.
- **Skills & Knowledge:**
 - Comprehensive understanding of the payer landscape with the ability to discuss managed care criteria effectively.
 - Exceptional communication, interpersonal, and relationship-building skills.
 - Strong planning, organizational, and problem-solving abilities.
- **Personal Attributes:**
 - A self-starter who thrives in fast-paced, entrepreneurial, and start-up environments.
 - Critical thinker with a solutions-oriented mindset.
 - Decisive, flexible, and creative, with the ability to excel in dynamic and evolving situations.

TRAVEL

- Willingness and ability to travel extensively by car to cover assigned territory, including regular day trips and occasional overnight stays as needed.
- Ability to travel infrequently by air and stay overnight for business meetings, corporate events, and training, as required.
- This role requires occasional weekend work to support key business activities, events, and/or client needs.

BENEFITS OF JOINING OUR TEAM

At J2 BIO-PHARMA we offer a very attractive compensation package. Any offer would include a competitive base salary, uncapped performance driven bonus, and benefits package. Actual individual pay is determined based on experience, qualifications, and other job-related factors. Plus:

- Comprehensive medical benefits including dental and vision
- Unlimited Paid Time Off (PTO) plus paid Holidays.
- Competitive 401(K) matching program
- Amazing small company family culture where everyone is valued and excited to transform lives through our innovative therapies