



OVERVIEW

J2 Bio-Pharma is an innovative, privately held specialty pharmaceutical company dedicated to advancing treatments in neurology. Founded by experienced entrepreneurs with a proven track record in pharmaceutical development and commercialization, we are a fast-growing organization preparing to launch our first products in 2026.

This is more than a sales role. It's a pioneering opportunity. As one of the first sales professionals to join our team, you will be part of building J2 Bio-Pharma from the ground up. We are seeking driven, results-oriented professionals who want to make a lasting impact by shaping the future of neurology care and J2. Joining J2 now means stepping into a once-in-a-lifetime chance to be at the start of something extraordinary: a company where patients win, customers win, and you win.

DESCRIPTION:

The **Executive Sales Professional (ESP)** is a cornerstone role on the J2 Bio-Pharma commercial team, reporting directly to the VP & General Manager. You will develop and execute strategic business plans to launch products, accelerate demand, and deliver sales growth in your territory.

As one of J2's first ESPs, you will not only execute strategy, you will help shape it. You will build trusted relationships with healthcare providers (HCPs), key accounts, specialty pharmacies, and patient advocacy organizations. You will partner with the neurology community to ensure seamless coordination, optimized access, and solutions that improve patient outcomes.

At J2, every team member is a pioneer, helping to build a best-in-class organization that delivers better health and brighter futures for patients with neurological disorders.

DUTIES & RESPONSIBILITIES

- **Strategic Territory Planning** – Build and execute smart, data-driven business plans to maximize target penetration, engagement, and growth.
- **Fast Start & Continuous Growth** – Complete training successfully, ramp quickly, and continually sharpen expertise to drive long-term success.
- **Deliver Results** – Consistently exceed sales, profit, and prescription growth goals through disciplined execution and advanced selling skills.
- **Account Leadership** – Navigate complex decision-making landscapes to influence adoption of J2 products and specialty distribution model.
- **Integrity & Excellence** – Operate with the highest standards of ethics, compliance, and professionalism in every interaction
- **Operational Discipline** – Execute reporting and CRM responsibilities with accuracy and timeliness to drive territory performance



QUALIFICATIONS

Education & Experience

- Bachelor's degree, or equivalent record of specialty/biotech/diagnostic sales success.
- Minimum 3 years of specialty pharmaceutical, biotech, device, or diagnostic sales experience; strong preference for neurology/epilepsy.
- Proven success in HUB and/or specialty pharmacy environments and launching products with accelerated growth.

Proven Sales Performance

- Documented track record of exceeding sales goals and earning recognition in competitive markets.
- Consistently ranked among top performers in high-performance, results-driven environments.

Skills & Knowledge

- Deep understanding of the neurology specialty landscape within the territory.
- Strong knowledge of payer access and reimbursement dynamics.
- Exceptional communication, relationship-building, and influencing skills.
- Advanced planning, organizational, and problem-solving abilities.

Personal Attributes

- Entrepreneurial, self-starter, driven by performance and results.
- Critical thinker with a proactive, solutions-oriented approach.
- Flexible, decisive, and able to excel in fast-paced, evolving environment.

TRAVEL

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

BENEFITS OF JOINING OUR TEAM

At J2 Bio-Pharma, you'll be part of a **pioneering team** building something extraordinary from the very beginning. We reward and recognize high performance with a **competitive compensation package** that includes:

- Competitive base salary.
- **Uncapped, performance-driven bonus potential.**
- Competitive car allowance.
- Comprehensive medical, dental, and vision benefits.
- Unlimited Paid Time Off (PTO) plus paid holidays.
- Competitive 401(k) matching program.
- A collaborative, entrepreneurial culture where every team member is valued, supported, and empowered to grow.