



About Fennec Pharmaceuticals:

Fennec Pharmaceuticals Inc. is a specialty pharmaceutical company focused on the development of PEDMARK™ (a unique formulation of sodium thiosulfate (STS)) for the prevention of platinum-induced ototoxicity in pediatric patients. PEDMARK (sodium thiosulfate injection) is indicated to reduce the risk of ototoxicity associated with cisplatin in pediatric patients 1 month of age and older with localized, non-metastatic solid tumors.

Strategic Account Manager-Oncology (SAM) Role Summary:

SAM will be responsible for successful promotion of PEDMARK™ the first and only approved product for Fennec, within their given territory.

Our Oncology team is committed to improving the lives of patients with Cisplatin Induced Ototoxicity (CIO). The Strategic Account Manager is a key member of our customer facing organization and is responsible for partnering with customers to address identified needs, and (within compliance guidelines) educating key stakeholders about Pedmark; the only therapy approved Cisplatin Induced Ototoxicity in patients with non metastatic solid tumors in pediatric patient >1month of age. This position reports directly to the Area Business Director East or West.

Primary Responsibilities:

- Achieve/Exceed sales goals in the assigned territory through promotion of PEDMARK™ to both Community Oncologists and Pediatric Oncologists and other stakeholders involved in the treatment of CIO.
- Promote and educate healthcare professionals on the indication, usage, specifications, safety and efficacy of PEDMARK through meetings, presentations, and other appropriate means.
- Represent Fennec Pharmaceuticals in the field, ensuring high levels of visibility and customer satisfaction in territory.
- Build consultative sales relationships and maintain effective communication with key customers and prospects.
- Communicate and work effectively across pertinent departments within Fennec Pharmaceuticals organization.
- Work with/Partner with independent distributors and leverage their relationships/contacts to create new opportunity, expand reach, and improve access in key accounts.
- Intelligently use and organize data to prioritize opportunities and route accordingly.
- Develop and implement strategic territory business plan to exceed goals
- Responsibly manage and utilize company resources, including IOE (in-office education) budget, company literature/marketing materials, and patient benefits investigation tool (electronic HUB services)
- Foster teamwork and proactive, open communication, ensuring coordination of promotional effort with peers.
- Demonstrate Fennec Pharmaceuticals values by adhering to corporate policies.



- Operate within full compliance of OIG guidelines as directed by Fennec Pharmaceuticals.
- Accurately report sales activities
- Create and submit timely, accurate expense reports using assigned expense system.
- Attend all company sales and medical meetings and conference calls as directed by company management (POAs, National Sales Meetings, Regional and Local Conventions, etc.)

Qualifications and Capabilities:

- BS/BA degree
- Minimum 5 years of pharmaceutical sales or other medical industry sales experience.
- Oncology experience is preferred (for at least 2 years highly desired); Rare disease experience is strongly preferred
- Infusion with Buy and Bill experience is desirable
- Must be able to demonstrate a track record of sustained strong sales achievement, with a history of achieving and exceeding agreed upon sales
- Excellent communication, facilitation and presentation skills with strong interpersonal skills
- Has the ability to network and develop strong professional relationships with institutions, academic medical centers, and Key Opinion Leaders
- Ability to work well independently; self-motivated
- Unwavering patient-first mindset
- Effective time management
- Residing within the assigned territory is preferred
- Overnight travel will vary depending on territory size

All applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, disability or protected veteran status.