



## CONTACT



[www.fennecpharma.com](http://www.fennecpharma.com)



[resumes@fennecpharma.com](mailto:resumes@fennecpharma.com)



New York, United States

**Are you a motivated and results-driven professional?**

**Do you thrive in entrepreneurial environments?**

**Are you ready to be part of a high-performing team that addresses significant unmet patient needs?**

**Apply to join Fennec and be a part of our important mission for patients and healthcare professionals!**



**Apply Now!**



FENNEC PHARMA

# STRATEGIC ACCOUNT MANAGER

NEW ENGLAND - ONCOLOGY

MAINE, VERMONT, NEW HAMPSHIRE, NEW YORK, CONNECTICUT,  
RHODE ISLAND, PENNSYLVANIA, WEST VIRGINIA

## ABOUT FENNEC

Fennec Pharmaceuticals Inc. is a specialty pharmaceutical company focused on the development and commercialization of PEDMARK® to reduce the risk of platinum-induced ototoxicity in pediatric patients. Further, PEDMARK® received FDA approval in September 2022 and European Commission approval in June 2023 and U.K. approval in October 2023 under the brand name PEDMARQSI®. PEDMARK has received Orphan Drug Exclusivity in the U.S. and PEDMARQSI has received Pediatric Use Marketing Authorization in Europe which includes eight years plus two years of data and market protection.

Fennec employees are expected to embrace diversity, and be able to work with internal and external partners from a variety of backgrounds, and experiences. Additionally, the successful candidate must demonstrate excellence in integrity and compliance with all interactions and adherence to corporate and industry guidelines. Fennec offers a fun, friendly, and industry competitive environment.

## POSITION SUMMARY

SAM will be responsible for the successful promotion of PEDMARK® the first and only approved product for Fennec, within their given territory. This position will cover the following territory: ME, NH, VT, MA, CT, NY, PA, RI, WV. 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 Director, Head of Sales. All applicants will receive consideration for employment without regard to race, color, religion, sex, age, national origin, disability or protected veteran status.

## 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



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 [Cisplatin-Induced  
Hearing Loss](#)

 [Family Stories](#)

 [PEDMARK](#)  
(sodium thiosulfate)



## OUR NAME

We proudly take our name from the fennec fox, a distinctively large-eared canine that is the smallest of all fox species. Fennec foxes roam the sandy Sahara and greater North African region. Their characteristic ears serve a dual purpose: they are sensitive enough to hear prey underground and also help dissipate the hot desert heat.

Children undergoing chemotherapy are going through an extraordinarily challenging time, and the loss of hearing only compounds the difficulty. Fennec Pharma, named after that resourceful and determined fennec fox, is committed to helping children at risk of hearing loss due to ototoxicity.



FENNEC PHARMA

## RESPONSIBILITIES (continued)

- Intelligently use and organize data to prioritize opportunities and route accordingly
- Develop and implement strategic territory business plans 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.)
- Work with/Partner with independent distributors and leverage their relationships/contacts to create new opportunities, expand reach, and improve access in key accounts

## QUALIFICATIONS

- BS/BA degree
- Minimum 5 years of pharmaceutical sales or other medical industry sales experience
- Oncology experience is required; 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

## COMPENSATION AND BENEFITS SUMMARY

We understand compensation is an important factor as you consider the next step in your career. Below is an overview of the compensation and benefits offerings.

**Base salary range:** \$190,000-\$225,000

The estimated salary range reflects an anticipated range for this position. The actual base salary offered may depend on a variety of factors, including the qualifications of the individual applicant for the position, years of relevant experience, specific and unique skills, level of education attained, certifications or other professional licenses held. Employees may be eligible to participate in medical, dental, vision insurance, a 401(k) plan, short-term and long-term disability coverage, basic life insurance, company holidays, vacation, cell phone and WiFi reimbursement, a bonus, and stock options.