



**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!**



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

## **FENNEC CORE VALUES**

•ACCOUNTABILITY  
•INTEGRITY  
•TRUST  
•RESPECT  
•CELEBRATION



# **TERRITORY MANAGER**

## **O N C O L O G Y**

### **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.

At Fennec we are focused on the mission to serve patients and take pride in our hustle, determination, and collaboration with all stakeholders. We are growing and excited to have opportunities for our employees to experience making an impact on the lives of the patients we serve as well as creating opportunities for themselves and their careers.

### **POSITION SUMMARY**

Within the territory, the position is responsible for driving new business, achieving profitable territory results, developing and maintaining relationships with our provider customers of PEDMARK. Educating HCPs through strong professional relationships built with trust and reliability are the cornerstone of a successful Territory Manager. Each Territory Manager will build, manage, and execute business plans that will deliver on company sales objectives. All employees are expected to demonstrate integrity, and compliance with all interactions and adhere to industry guidelines.

### **RESPONSIBILITIES**

- Achieve/Exceed PEDMARK sales goals by maximizing revenue and market share in the assigned territory. Masters in-depth knowledge of the product, market, customers and distribution model.
- Educates and promotes PEDMARK to cisplatin prescribing Oncologists, NPs, PAs in pediatric, academic and community sites of care.
- Uses in-depth product knowledge that includes the safety and efficacy of PEDMARK to make compelling, compliant, and persuasive sales calls to customers resulting in PEDMARK sales.
- Must be a skilled collaborator who can build significant internal and external stakeholder relationships to deliver on the PEDMARK promise.
- Heart of a champion. Must have a passion to serve others, operate every day with a sense of urgency, and manage multiple accounts.





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About



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. Their characteristic ears serve a dual purpose: they are sensitive enough to hear prey underground and also help dissipate the hot desert heat.

Patients 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 patients at risk of hearing loss due to ototoxicity.



FENNEC PHARMA

## RESPONSIBILITIES (continued)

- Sells PEDMARK adhering to company's business ethics, compliance policy, marketing message, and company strategy.
- Work together with company's medical and patient services teams to build and maintain high quality customer relationships. Must be skilled at scheduling, coordinating, and following through with planned programs including medical education, provider in-services, and executive exchanges.
- Continuously improves selling skills and product knowledge through self-driven behaviors as well as the successful completion of company training programs.
- Responsibly manages and utilizes company resources, including territory budget, company literature, and marketing materials.
- Operate within full compliance of OIG guidelines as directed by Fennec Pharmaceuticals
- Accurately report sales activities through the consistent use of company directed and provided tools
- Create and submit timely and accurate expense reports using assigned expense system

## QUALIFICATIONS

- BA/BS degree required
- 2 – 5 + years of successful B2B selling experience required
- Documented consistent rankings in the top 20%
- Strong interpersonal skills, excellent communication, facilitation and presentation skills
- Ability to network and develop strong professional relationships
- Skilled at prioritization and demonstrating initiative, working independently to address issues and solve problems.
- Self-motivated to build PEDMARK customer advocates through relationships.
- Unwavering patient-first mindset
- Exceptionally skilled at organizing and effectively managing time in territory
- Flexible and adaptable in dealing with change in a growing work environment
- Overnight travel varies 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:** \$95,000-\$125,000 & significant quarterly bonus potential based on performance

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.