



Product Manager, Primary Care - Montreal, QC

Note: The use of the masculine gender includes the feminine and is employed solely to facilitate reading.

Can you imagine a career that touches the lives of people everywhere? Can you imagine yourself working in a fast paced and dynamic workplace where rapid decision making, entrepreneurial initiatives, customer service and community become your new vision? A vision that drives our growth and success...if so, then Paladin is the place for you!

Paladin Labs Inc., headquartered in Montreal, Canada, is a specialty pharmaceutical company focused on acquiring or in-licensing innovative pharmaceutical products for the Canadian market. Paladin has a focused marketing and sales organization that has helped it evolve into one of Canada's leading specialty pharmaceutical companies. Paladin is an operating company of Endo International plc, a global specialty healthcare company focused on improving the lives of patients while creating value.

We are a dynamic and fast growing organization. Paladin is constantly looking for great people to contribute to our growing business. We believe in empowering our employees by giving them the freedom to raise new ideas and encourage decision making in an environment that fosters the growth and development of each individual. Paladin's culture is committed to building our business as well as our community, helping others, encouraging integrity and inspiring people to make a difference.

Position Summary

The Product Manager's main responsibility is to develop, execute & lead the marketing & sales strategies that will result in the achievement of the short and long term profit objectives of the brands within the portfolio.

Reports To

Director of Sales and Marketing, Primary Care

The successful candidate will also be responsible for:

1. Develop short and long term sales and financial forecasts for brands.
2. Develop and recommend the marketing plans that will achieve forecasts.
3. Execute marketing plans with excellence including sales force training and roll out.
4. Monitor and evaluate market conditions, program execution and sales performance vs. expectation.
5. Manage brand P&L to deliver on profit commitments.
6. Develop and maintain strong relationships with KOLs & key stakeholders



Characteristics of a Good Candidate

Leadership

A successful candidate must be able to demonstrate a proven ability to recognize opportunities, form a vision of what can be achieved and then challenge self or others to achieve breakthrough results.

Priority setting

A successful candidate must be able to handle multiple priorities well. He/she must be able to define who his/her customers are, seek to understand their needs and to set priorities with those in mind. The candidate will be able to recognize the most important issues, make effective plans and get resources in place to achieve key objectives.

Problem Solving / Analytical Skills

A successful candidate must be able to demonstrate an ability to sort through complex data, gather relevant view points, identify important issues and make well-reasoned and actionable recommendations based on the finding. The candidate must be able to recognize developing problems and handle them well in the pursuit of his or her objectives.

Initiative and Follow Through

The candidate must be able to demonstrate an ability to get going on important priorities, overcoming obstacles and taking appropriate risks in order to keep projects moving towards objectives. The candidate must be able to handle multiple priorities well. He or she should be able to demonstrate a record of setting specific, stretching objectives and achieving or exceeding them.

Candidate Profile

Experience, Training and Education

Required

- Bachelor of Commerce or MBA.
- Bachelor's degree in different area with relevant experience will be considered.
- Minimum 3 years of pharmaceutical marketing experience as a Product Manager.
- Product launch experience.
- Pharmaceutical sales experience.
- Fluently bilingual (written & oral).
- Strong computer skills.
- Excellent interpersonal and communication skills.

Asset

- Experience in pain management
- Sales management experience.
- Science background.
- CCPE accreditation.

**Please note only those selected for an interview will be contacted.
Thank you for your interest in Paladin.*

