Position: **Territory Associate – Toronto, Mississauga, Newmarket**

Location: **Toronto, Mississauga, Newmarket**

Type: **Permanent, Full–time**

Do more, Feel Better, Live Longer – GSK is expanding its Sales Team. Possible upcoming opportunities in: Toronto, Mississauga & Newmarket

PRIMARY RESPONSIBILITIES

- Develop and execute territory business plans for product mix in order to achieve/surpass sales objectives
- Effectively develop sales plan for individual customers to grow the business and set appropriate short term objectives for customer calls to achieve long term goal
- Effectively integrate product knowledge into a relevant informative dialogue which brings customers an insightful perspective
- Understand how patients and health care professionals navigate the health care system and integrate these insights in the dialogue with the customer
- Build and Maintain network of health care professionals to grow sales of product mix
- Communicate and consult with product managers, field representatives and others toward project planning and analysis of new business
- Allocate budget and effectively use available resources (internal and external) to create customer value
- Thoroughly understand GSK products, strategies, positioning and POA as well as those of key competitors
- Exceed expectations and deliver true value to the customer

BASIC QUALIFICATIONS

- Minimum of a Bachelor's Degree
- Working knowledge of computer technology

PREFERRED QUALIFICATIONS

- Previous sales experience
- Demonstrate an acute sense of responsibility and urgency regarding successful territory management
- Show ability to build and maintain access to a network of customers
- Creating business solutions by thinking differently
- Teamwork – creating new ideas together to get the best results.
- Influence, getting buying from key influencers
- Continuous Improvement – Ability to continuously setting and tracking stretch performance target
- Enable and Drive change
- Highly developed verbal and written communication skills and communicating with clarity, structure and passion with high sense of listening skill
- Working knowledge of interpretation of scientific research studies
- In-depth knowledge of data analysis techniques
- Prepare and submit administrative reports as required, on a timely basis

This position requires the employee to drive routinely on Company business and allows for the provision of a company – leased vehicle. However, to be eligible for this position and a company vehicle, GSK will need to obtain acceptable results from a license verification inquiry and drivers abstract review against its safe driver program requirements.

If you are interested in this role, please submit your application by following the link below:

https://careers.peopleclick.com/careerscp/client_gsk/external1931/gateway.do?functionName=viewFromLink&jobPostId=261192&localeCode=en-us

Position: **Territory Associate – Thunder Bay, Sudbury, Barrie**

Location: **Thunder Bay, Sudbury, Barrie**

Type **Permanent, Full–time**

Do more, Feel Better, Live Longer – GSK is expanding its Sales Team. Possible upcoming opportunities in: Thunder Bay, Sudbury & Barrie

PRIMARY RESPONSIBILITIES

- Develop and execute territory business plans for product mix in order to achieve/surpass sales objectives
- Effectively develop sales plan for individual customers to grow the business and set appropriate short term objectives for customer calls to achieve long term goal
- Effectively integrate product knowledge into a relevant informative dialogue which brings customers an insightful perspective
- Understand how patients and health care professionals navigate the health care system and integrate these insights in the dialogue with the customer
- Build and Maintain network of health care professionals to grow sales of product mix
- Communicate and consult with product managers, field representatives and others toward project planning and analysis of new business
- Allocate budget and effectively use available resources (internal and external) to create customer value
- Thoroughly understand GSK products, strategies, positioning and POA as well as those of key competitors
- Exceed expectations and deliver true value to the customer

BASIC QUALIFICATIONS

- Minimum of a Bachelor's Degree
- Working knowledge of computer technology

PREFERRED QUALIFICATIONS

- Previous sales experience
- Demonstrate an acute sense of responsibility and urgency regarding successful territory management
- Show ability to build and maintain access to a network of customers
- Creating business solutions by thinking differently
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This position requires the employee to drive routinely on Company business and allows for the provision of a company – leased vehicle. However, to be eligible for this position and a company vehicle, GSK will need to obtain acceptable results from a license verification inquiry and drivers abstract review against its safe driver program requirements.

If you are interested in this role, please submit your application by following the link below:

https://careers.peopleclick.com/careerscp/client_gsk/external1931/gateway.do?functionName=viewFromLink&jobPostId=261207&localeCode=en-us

Position: **Territory Associate – London, Sarnia, Kitchener**

Location: **London, Sarnia, Kitchener**

Type: **Permanent, Full–time**

Do more, Feel Better, Live Longer – GSK is expanding its Sales Team. Possible upcoming opportunities in: London, Sarnia & Kitchener

PRIMARY RESPONSIBILITIES

- Develop and execute territory business plans for product mix in order to achieve/surpass sales objectives
- Effectively develop sales plan for individual customers to grow the business and set appropriate short term objectives for customer calls to achieve long term goal
- Effectively integrate product knowledge into a relevant informative dialogue which brings customers an insightful perspective
- Understand how patients and health care professionals navigate the health care system and integrate these insights in the dialogue with the customer
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- Allocate budget and effectively use available resources (internal and external) to create customer value
- Thoroughly understand GSK products, strategies, positioning and POA as well as those of key competitors
- Exceed expectations and deliver true value to the customer

BASIC QUALIFICATIONS

- Minimum of a Bachelor's Degree
- Working knowledge of computer technology

PREFERRED QUALIFICATIONS

- Previous sales experience
- Demonstrate an acute sense of responsibility and urgency regarding successful territory management
- Show ability to build and maintain access to a network of customers
- Creating business solutions by thinking differently
- Teamwork – creating new ideas together to get the best results.
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- In-depth knowledge of data analysis techniques
- Prepare and submit administrative reports as required, on a timely basis

This position requires the employee to drive routinely on Company business and allows for the provision of a company – leased vehicle. However, to be eligible for this position and a company vehicle, GSK will need to obtain acceptable results from a license verification inquiry and drivers abstract review against its safe driver program requirements.

If you are interested in this role, please submit your application by following the link below:

https://careers.peopleclick.com/careerscp/client_gsk/external1931/gateway.do?functionName=viewFromLink&jobPostId=261202&localeCode=en-us

GlaxoSmithKline

Position: **Territory Associate – Ottawa, Peterborough, Oshawa**

Location: **Ottawa, Peterborough, Oshawa**

Type **Permanent, Full–time**

Do more, Feel Better, Live Longer – GSK is expanding its Sales Team. Possible upcoming opportunities in: Ottawa, Peterboroug & Oshawa

PRIMARY RESPONSIBILITIES

- Develop and execute territory business plans for product mix in order to achieve/surpass sales objectives
- Effectively develop sales plan for individual customers to grow the business and set appropriate short term objectives for customer calls to achieve long term goal
- Effectively integrate product knowledge into a relevant informative dialogue which brings customers an insightful perspective
- Understand how patients and health care professionals navigate the health care system and integrate these insights in the dialogue with the customer
- Build and Maintain network of health care professionals to grow sales of product mix
- Communicate and consult with product managers, field representatives and others toward project planning and analysis of new business
- Allocate budget and effectively use available resources (internal and external) to create customer value
- Thoroughly understand GSK products, strategies, positioning and POA as well as those of key competitors
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BASIC QUALIFICATIONS

- Minimum of a Bachelor's Degree
- Working knowledge of computer technology

PREFERRED QUALIFICATIONS

- Previous sales experience
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- In-depth knowledge of data analysis techniques
- Prepare and submit administrative reports as required, on a timely basis

This position requires the employee to drive routinely on Company business and allows for the provision of a company – leased vehicle. However, to be eligible for this position and a company vehicle, GSK will need to obtain acceptable results from a license verification inquiry and drivers abstract review against its safe driver program requirements.

If you are interested in this role, please submit your application by following the link below:

https://careers.peopleclick.com/careerscp/client_gsk/external1931/gateway.do?functionName=viewFromLink&jobPostId=261211&localeCode=en-us