



Example of Specialty Manager Job Description

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Our innovative and growing company is searching for experienced candidates for the position of specialty manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for specialty manager

- Develop and leverage relationships with leadership of strategic customers to achieve business results
- Develop and monitor portfolio performance metrics and respond rapidly to under/over performance
- Ensure that effective working relationships are in place across the multi-disciplinary team within the function and cross function at a local, national and international (Regional & Global) level to obtain input to plans/programmes and ownership to implement plans as required
- To be Biopharma & Specialty brand champion motivating all relevant personnel within and across functions through communication of the Sales & Marketing vision, clarity of direction and leading by example
- Play a key role in identifying, recruiting, coaching and retaining top talent for the Neurocrine sales organization
- Provide leadership and strategic direction to 8-9 NeuroPsych Account Specialists (NAS)
- Plan, direct, implement, and oversee policies and activities for NeuroPsych Account Specialists (NAS) for a specific geographical area
- Create and implement successful strategies to further penetrate and segment the psychiatric and movement disorder marketplace, consisting mainly of Psychiatrists, Neurologists and Community Mental Health Clinic
- Foster innovation in sales approaches and practices and ensure effective cross-functional leadership and collaboration with marketing and human

Qualifications for specialty manager

- Works well and is able to be focused autonomously within a team work environment
- Ability to respect, operate, function, perform, progress and develop within protocol, process, expectations and practices
- Exceptional customer service skills with ability to resolve issues & identify opportunities
- Occasionally, be able to lift and/or carry up to 40lbs
- Assertive, objective and be able to confront clients/stakeholders with difficult issues
- Proficient facilitation skills for senior level committees, teams and major planning events