



Amber Specialty Pharmacy
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Transplant Account Manager - Speciality Pharmacy

Amber Specialty Pharmacy seeks candidates for our Specialty Sales team who are relentless showing the right behaviors and attitudes to grow within an already established player in the Specialty Pharmacy industry. In 2020, we expanded our national network to 21 locations, as our organization opened 10 new pharmacies to respond to the needs of patients and providers. We are a recognized leader in the distribution and management of rare and orphan drugs and diagnosis. We seek competitive, driven sales talent to meet and exceed the company's business goals and needs. You must find a way to be heard to sell the unique services we offer physicians for their patients. We are all about excellent services, and we are competitors-and we like to win in the marketplace.

We accomplish this through our Center of Excellence services in Transplant, Rare Diseases, Oncology, Neurology, Immunology, Fertility, Cardiology, Inflammatory, and other specialties. We have a patient-centered care model, and our expertise earned the NASP distinction of Specialty Pharmacy of the Year. When you design and launch your sales plans, you have the support from your colleagues eager to fill your new referrals and increase the filled referrals rates. We continue to expand our payer network to increase your success.

We have a robust compensation program with a blend of base pay and commission. The more filled referrals, the more you earn. Your reward for hard work is represented in your commission. We support our team as we push each other to our highest potential. You don't go out on sales calls alone; you go out with a group of 208 people behind you.

What do we need in your experience?

- Comfortable working within the hospital system
- Able to generate and convert leads
- A hunter rather than a gatherer
- Strong presentation skills
- Passionate about servicing the customer
- Good mindset around Account Management and Territory Development
- Able to execute a sales process that will net you long term wins!
- Demonstrated tenacity when unexpected shifts occur with an account

Experience/Education

- Have Specialty Sales, Home Infusion Pharmacy, Home Health or DME experience preferred
- Travel as needed within a larger Regional Territory
- A proven sales track record indicating accomplishments and success
- BS or minimum of 5 years sales experience in any of the above industries.

Application Requirements

Send resume to Leo Poynton, Director of National Specialty Sales, at lpoynton@amberpharmacy.com.