



A Member Service of



## National Sales Trainer

Auxilium Pharmaceuticals is seeking a National Sales Trainer to work in our Corporate Headquarters in Malvern, Pennsylvania.

The trainer will assist in planning, organizing and conducting all sales training programs for Xiaflex. Assist sales management in the ongoing development of the field sales force through presentations at sales meetings and frequent field visits supplying field management with prompt feedback and recommendations.

Provide an assessment of the effectiveness of the field training program.

### **Areas of Responsibility:**

1. Organize, and Conduct Xiaflex Initial Sales Training
2. Organize, and help Conduct Xiaflex Advanced (1yr/2yr/5yr) Sales Training
3. Assist Sales Management in Field Representative Training and Assessment
4. Assist Sales & Marketing Departments in planning and implementation of programs
5. Ensure all travel, lodging, meeting, and entertainment venues are planned and scheduled for all Initial Sales Training and Advanced Sales Training.
6. Assist in planning, organizing, and conducting all corporate sales meetings including National and Regional Meetings
7. Become an expert in training around injectable products.

### **Required Skills and Behaviors:**

- Excellent Selling Skills in conjunction with Auxilium Strategic Selling Guidelines
- Excellent Planning and Organization skills
- Excellent Interpersonal Skills with ability to clearly communicate complex concepts to a wide variety of people with varied backgrounds and experiences.
- Ability to effectively work in a corporate environment
- Strong Presentation Skills required
- Willing to make a 12-18 month commitment to the training department
- Completion of a certified train-the-trainer program

**Training and Experience:**

- 3+ years of successful pharmaceutical sales experience
- Previous Training Experience required
- Bachelors Degree Required (Advanced Degree desirable)
- Proficiency in PowerPoint and MS Word required
- Previous experience in injectable sales

**Application:**

Please use this link to apply <https://home.eease.com/recruit/?id=338623>

Auxilium is an equal opportunity employer committed to providing a culturally diverse workplace.