Job Title:
Manager Clinical Oncology Specialists – West

City/State/Zip:
Multiple - See Job Description

How to Apply:
careers.amgen.com

Job Information Link:
https://careers.amgen.com/job/7395265/manager-clinical-oncology-specialists-west-california-statewide/

Job Decription:
R-39185 Manager Clinical Oncology Specialists - West Territory# 19200 West - Covering CA, OR, WA, NV, AZ, CO No relocation assistance provided for this position. Amgen is a values-based organization with a powerful sense of shared purpose toward our mission: to serve patients. Within our Global Commercial Operations (GCO), we provide the capabilities, resources, and rewards of a global enterprise, while maintaining the entrepreneurialism and verve that marked our early days as a biotechnology pioneer. We encourage our team members to have fulfilling and meaningful careers through challenging assignments, career development, and valuable opportunities such as this Manager Clinical Oncology Specialist. Responsible for overseeing the activities of a Clinical Oncology Specialist (COS) team and for collaborating closely with specific marketing teams to help drive strategy and rollout tools and resources that will enhance the overall effectiveness of the COS team. This role is field based with specific geographic assignments covering the United States. This position reports to the Director of Clinical Oncology Specialists. The COS team is bound by the product label for all customer engagement and education efforts, and in the interaction with non-commercial counterparts. The MCOS will: • In collaboration with the district manager, recruit, interview, onboard, manage, coach, and develop the COS as a dotted line reporting structure to the MCOS, and according to company procedures and policies. • Coach the COS as a clinical sales person to ensure they: o astutely understand their targeted account's sales trends and operations o account plan and organize their work in a strategic manner o utilize their clinical expertise to effectively sell customers on the use of Amgen's products for appropriate patients and per the package insert o focus on account processes that impact use • Foster an exceptional team culture and environment within the MCOS and the regional sales leadership teams, and integrate as a contributing and valued team member. • Ensure that Regional Sales Directors and District Managers strategically and consistently coach and execute the COS role as intended. • Collaborate and partner with brand teams to develop COS-specific strategy and innovative marketing tools and resources that address HCP-specific opportunities and needs to drive results. • Develop impactful relationships with key nursing and Advanced Practice leaders at Amgen-critical accounts and organizations. • Ensure team and personal compliance with applicable laws and regulations concerning interactions with HCPs. • Represent the company in a highly professional and ethical manner. Basic Qualifications: • Bachelor of Science in Nursing or RN degree AND • 8 years clinical or pharmaceutical and/or biotech industry experience Preferred Qualifications: • 12+ years related experience, including 8+ years' experience in pharmaceutical and/or biotech industry, and 5+ years' experience in Oncology, and 5+ years' experience in management. • Degree in Nursing (Registered Nurse), Nurse Practitioner or Physician's Assistant • Proven ability to manage a large geographical territory. • Track record of leading others by example and through indirect authority. • Possesses keen oncology market knowledge, strong business acumen, and strategic thinking, communication and presentation skills. • History of building and developing highly effective teams, and working in teams. • Successful in developing relationships with key nursing and Advanced Practitioner organizations, targeted accounts, state societies, and other key customers. A Fortune 150 company operating in nearly 100 countries around the world, we invest in highly skilled, dedicated and collaborative individuals who are ready to contribute to our mission in meaningful ways and make a difference in the lives of our patients. That's why, as a member of our GCO team, we provide you with valuable opportunities to broaden your experience and maximize your potential. Working across six therapeutic areas, we're driving breakthrough medicines with our power to invigorate and innovate, and we have made a deep investment in biosimilars, all while maintaining an active licensing and acquisition effort that provides access to additional opportunities across the globe. We ensure the ability to actively collaborate

with governments, world-class physicians and hospitals. We believe in rewarding those who do rewarding work and are committed to providing careers that can help turn the tide of serious, life-interrupting illnesses.