



Associate Product Manager – Consumer Healthcare - Montreal, QC

Note: The use of the masculine gender includes the feminine and is employed solely to facilitate reading.

Can you imagine a career that touches the lives of people everywhere? Can you imagine yourself working in a fast paced and dynamic workplace where rapid decision making, entrepreneurial initiatives, customer service and community become your new vision? A vision that drives our growth and success...if so, then Paladin is the place for you!

Paladin Labs Inc., headquartered in Montreal, Canada, is a specialty pharmaceutical company focused on acquiring or in-licensing innovative pharmaceutical products for the Canadian market.. Paladin has a focused marketing and sales organization that has helped it evolve into one of Canada's leading specialty pharmaceutical companies. Paladin is an operating company of Endo International plc, a global specialty healthcare company focused on improving the lives of patients while creating value.

We are a dynamic and fast growing organization. Paladin is constantly looking for great people to contribute to our growing business. We believe in empowering our employees by giving them the freedom to raise new ideas and encourage decision making in an environment that fosters the growth and development of each individual. Paladin's culture is committed to building our business as well as our community, helping others, encouraging integrity and inspiring people to make a difference.

Position Summary

The Associate Product Manager's responsibility is the development and execution of the marketing strategies and plans that will result in the achievement of the short and the long term profit objectives of the brands he/she manages.

Reports To

Director, Consumer Healthcare

Specific Responsibilities

1. Develop the short term and long term sales forecasts for the brands.
2. Develop recommendations and plan of actions for the brands during the annual business review leading to the development of the annual marketing plans and sales forecasts.
3. Execute the marketing plans with excellence including working in close collaboration with the key account managers, and when applicable the contract sales force.
4. Day-to-day management of brands through competitive market analysis, program executions and tracking of brand sales performance vs targets.
5. Manage brand P&L and respect profitability metrics (contribution margin, ebitda, IRR, NPV)
6. Establish and maintain strong and reliable relationships with both internal and external partners.

Characteristics of a Good Candidate

1. Leadership
2. Problem Solving / Analytical Skills
3. Priority Setting
4. Excellent Interpersonal Skills
5. Autonomy / Resourcefulness
6. Enthusiasm and desire to learn

Candidate Profile

Experience, Training and Education

Required

- University degree.
- 2 – 4 years' experience in a similar position.
- Strong computer skills (Microsoft Office: Excel, PowerPoint, and Word).
- Excellent communications skills, written and oral in both French and English.

Asset

- University degree with a focus on Marketing or Management.
- Previous work experience in marketing, sales, packaged goods or pharmaceutical products.
- Understanding of IMS/Brogan data.
- Knowledge of other database software (ex: Access) and financial information systems (ex: SAP).

To apply, please send your resume: hr@paladinlabs.com

Only selected candidates will be contacted.