

## **Position Description**

### **Therapeutic Specialist (Sales Representative)**

Aratana Therapeutics, Inc. (Nasdaq: PETX) is a pet therapeutics company focused on licensing, developing and commercializing innovative therapeutics for cats and dogs. Aratana, which is headquartered in the greater Kansas City area, is focused on delivering safe and effective therapeutics that elevate the standard of care in veterinary medicine. Our goal is to provide veterinarians and pet owners with new therapeutics that are driven by science and specifically made for pets.

We currently have three FDA-approved and commercially available therapeutics:

- A ghrelin receptor agonist that mimics the naturally-occurring “hunger hormone” to stimulate appetite in dogs
- A long-acting, local anesthetic that provides up to 72 hours post-operative pain relief
- A prostaglandin receptor antagonist, non-COX inhibiting NSAID that specifically targets the EP4 receptor to target osteoarthritis pain and inflammation in dogs

In addition, Aratana has a pipeline of other therapeutic candidates and continues to seek and review therapeutic opportunities.

Aratana seeks a Therapeutic Specialist Sales Representative for the Chicago territory, reporting to the company’s Regional Sales Leader. This full-time position is field based, requires occasional weekend work at conferences and is available immediately. U.S. Valid Driver’s license and domestic travel is required.

### **Responsibilities and duties will be varied and will include:**

- Achieve sales objectives by effectively communicating the value and the appropriate use of our portfolio of therapeutic products
- Build and maintain productive, professional relationships across the veterinary customer base, distribution and co-promote colleagues to establish Aratana’s reputation as an innovator of pet therapeutics
- Know all therapeutics thoroughly including but not limited to: safety profile, efficacy, mode of action and all content on the prescribing information insert, all relevant pilot, pivotal and published studies. In summary, be the subject matter expert of Aratana therapeutics in your assigned area.
- Facilitate the engagement of Aratana Veterinary Medical Liaisons and veterinary Key Opinion Leaders where applicable.
- Demonstrate verbal fluency of relevant disease states, therapeutic options and veterinary practice expertise for Aratana therapeutic and all competitive products.
- Conduct educational programs for veterinarians, distribution, co-promote partners and colleagues as required. (customer/distributor educational sessions, lunch and learns, trade shows, conferences and dinner meetings.)

- Provide leadership and work collaboratively with co-promotion partners, distributors and Aratana colleagues.
- Demonstrate effective management of your expense budget while engaging targeted customers with a positive ROI.
- Execute at a high level on corporate strategies and tactics and keep all CRM data (Veeva) updated daily.
- Complete all assigned projects in a timely manner.

**Skills required:**

- Undergraduate degree, BA/BS preferred
- Associates degree, in veterinary technology (RVT, CVT, LVT) with surgical experience is a plus
- Successful animal health sales experience strongly preferred
- Specialty medical experience a plus (internal medicine, pain, oncology, surgery, dermatology)
- Successful biopharmaceutical product launch experience strongly preferred
- Ideal candidate will be able to highlight sustained prior sales success
- Ability to rapidly develop trust demonstrating integrity and transparency
- Successful candidate will possess the unique blend of high level emotional/social intellect combined with perseverance and determination
- Creative thinker who can execute complex strategies is essential
- A professional presence demonstrating excellent oral, written and presentation skills is critical
- Ability to flourish in a small company environment
- Proficiency in Microsoft Office and CRM (preferably Veeva) software

Compensation will be determined based on industry benchmarks and individualized to the candidate and will include base salary and participation in the variable sales incentive compensation program.

Full benefits package provided.

Aratana is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, national origin, disability status, protected veteran status, or any other characteristic protected by law.