

Technical Development Specialist, Pharmaceutical

Location: Dorval, QC or Toronto, ON

Our Technical Development Specialist is responsible for the promotion and sales support of our speciality product lines including, API's, excipients and process chemicals within a defined territory, serving our customers who are engaged in pharmaceutical, biologic development, and drug synthesis production, in addition to other fields of research and development. In collaboration with the sales team, the Technical Development Specialist develops and maintains customer relations, develops new opportunities for strategic growth with new and existing customers, and assures market penetration of speciality product lines.

What you will do:

- Initiate, develop and close new opportunities within the Pharmaceutical Industry primarily working with customer R&D departments.
- Provide appropriate product recommendations, technical and formulation support to our pharmaceutical customers.
- Work closely with the sales team and industry manager to establish new business and support existing business.
- Actively promote product lines by frequently visiting customers with account managers to develop new business.
- Support customers during scale up and technical transfer of projects.
- Provide technical training on product lines to customers and internal team members.
- Communicate with other internal business units to support lead generation programs that drive sales.
- Understand and interpret government and regulatory requirements in the industry and introduce new services to customers.
- Actively communicate qualitative and quantitative updates utilizing company CRM tools (Sales Force).
- Work closely with Industry Manager to ensure growth objectives are met.
- Collaborate with Industry manager and marketing team to develop strategic marketing campaigns.
- Participate, network, and contribute to industry exhibition events and supplier training.
- Other duties as required.

What you will require:

- University degree in a related field (i.e. pharmaceutical chemistry, chemistry, chemical engineering or biochemistry), preferably with five (5) years of commercial sales experience in regulated markets. M.S is considered an asset.
- Strong technical knowledge and lab experience in pharmaceutical formulations including, solid dose, liquids, topical, parenteral and API synthesis.
- Knowledge of analytical chemistry, organic synthesis, cGMP production, modern synthetic chemistry (including chiral, combinatorial and organometallic), and familiarity with bench testing.
- Experience and ease in navigating regulated markets.
- Must have strong interpersonal, presentation and communication skills (oral and written).
- Must possess the organizational skills to multi-task and meet deadlines.
- Must be able and willing to travel to customer locations nationally.
- Bilingual in French and English is an asset.

We have:

- Competitive wages and great benefits
- A pleasant place to work with the best co-workers around
- Enjoyable company events throughout the year
- Training and education reimbursement programs

To Apply:

Please send your resume and cover letter to toronto.hr@univarcanada.com and indicate "Technical Development Specialist, Pharmaceutical" in the subject line of your email. All candidates are subject to a background check. We thank all applicants for their interest in careers at Univar.

About Univar:

Univar Canada is the leading distributor of chemistry and related innovative products and services in Canada. We provide more chemical products and related services than any other company in the marketplace. Our wide distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers.

Safety is our first priority, both the starting point and foundation for all aspects of our global business operations. Safe transport and storage of products, safe operational practices and safe working conditions enable us to protect our employees, customers, suppliers and the environment.

To read more about our successes and what we do, please visit: www.univar.com.