



**Position: PharmD Marketing Fellow**  
**Availability: 2 Fellows**

Summary

Becton Dickinson Urology and Critical Care invites applicants for a two-year postdoctoral PharmD Marketing fellowship within the Acute Care team. The appointment will be in Covington, GA and will assist the Global Critical Monitoring team.

This two-year fellowship will provide education and training in all aspects of medical device product management. The role will support global upstream product ideation, development activity through to launch and support existing product lines.

This fellow will own the product management activities of the existing Critical Monitoring portfolio within BD Urology and Critical Care, which include the BBS Revolution Bladder Scanner™ and Sensica™ UO, our recently acquired automated urine output system, in addition to several active early-stage projects. This fellow will participate in product management activities across business functions with colleagues located throughout several global BD facilities. The incumbent is also responsible for assisting global product management employees in communicating with and developing the resources necessary to support global commercial staff.

Responsibilities

- Assess customer needs and effectively communicate those needs to internal stakeholders under the guidance of director/senior global product management employees.
- Assist global product management team with planning, development and implementation of marketing strategies and tactics consistent with franchise goals.
- Assist in the forecasting and financial planning necessary to maintain adequate inventory to serve demand within the global supply chain.
- Develop concepts, copy and manage approvals for franchise promotional materials.
- Interface with customers and the global sales teams in the assessment and development of new technologies and line extensions.
- Provides ongoing support to global product management team in communication to the global field sales teams.
- Provide support to global product management team in new product development.
- Provide support to global product management team in the development of yearly business / strategic plans.
- Assembling resources and working with others to accomplish and manage projects as they occur in the context of the business needs.

Qualifications

- PharmD degree from an ACPE accredited college of pharmacy is required prior to the start of the fellowship.
- Immediate availability for placement.
- The fellow must be authorized to work in the US throughout the full duration of the fellowship period.



- Proficient in the use of a personal computer with intermediate level of keyboarding skills. Proficient in the use of MS Excel, MS Word, MS PowerPoint.
- Strong interpersonal skills required in the areas of verbal and written communications, customer focus, professionalism, coaching, and team building.
- Strong listening and assessment skills.
- Strong questioning and problem-solving skills.
- Demonstrated ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.
- Proven ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, and percent and to draw and interpret bar graphs.
- Demonstrated ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.
- Ability to travel domestically/internationally up to 30%.
- Please include with application: Cover Letter, CV and transcript.

Becton Dickinson's mission is to advance lives and the delivery of healthcare by profitably developing, manufacturing and marketing value-driven products which meet the quality, integrity, service and innovation expectations of our customers and patients while providing opportunities for our employees. As a member of the Critical Monitoring team, you will be at the ground level of several very transformative technologies that will deliver on BD's mission. The future path for BD's Acute Care team is heavily dependent on Critical Monitoring's execution. This team has high visibility within the organization and will provide ample opportunity to grow and build capabilities for future success.

### **Professional Organization Components**

- IPhO Professional Development Projects
- Organizational Leadership – Fellow will be a member of the IPhO National Fellows Council
- Teaching Experience as Instructor, IPhO Institute for Pharmaceutical Industry Learning (webinars)
- Publication Opportunities (poster/paper/article), preferably but not necessarily in conjunction with an IPhO Leadership member.