

1234 City Avenue  
Philadelphia, PA 12345

April 5, 2018

Mr. George Rivera  
Takeda  
1 City Plaza  
Philadelphia, PA 12345

Dear Mr. Rivera:

My education combined with my experience in sales and market research coincides remarkably well with the details of the Sales Representative – Norristown, PA position that I found posted on the Takeda website. I feel a strong connection to the Takeda-ism: Integrity, Fairness, Honesty and Perseverance as these principles match my personal values. I know would make a great fit at Takeda.

I will be graduating this Spring with my Bachelor of Science in Interdisciplinary Health Services from Saint Joseph's University. My education will allow me to have detailed clinical discussions with health care professionals that will put the patients' needs at the center of a holistic approach. In my previous internship with Johnson and Johnson, I was able to go on sales calls and distribute product samples and literature to health care providers in the region. I am a fast learner, and know that I would pick up the Takeda way quickly as I work to provide "Better Health and a Brighter Future" for your clients.

My enclosed resume will give you a greater sense of my experience and qualifications for this opportunity. Please reach out to me directly so that we can discuss my candidacy. I can be reached (123) 456-7890 or via email at [Steven.Senior@sju.edu](mailto:Steven.Senior@sju.edu). I look forward to hearing from you.

Thank you for your consideration.

Sincerely,

*Steven Senior*

Steven Senior

enclosure

## Overview

Takeda is a global, innovation-driven pharmaceutical leader with 30,000 professionals working together across more than 70 countries. We have maintained an unwavering dedication to put patients first for more than 235 years while we live our values of Takeda-ism—**Integrity, Fairness, Honesty, and Perseverance**. We are united by our mission to strive towards Better Health and a Brighter Future for people worldwide through leading innovation in medicine.

We focus our research and development on the core therapeutic areas of oncology, gastroenterology, central nervous system, and on providing vaccines that address the most important infectious diseases. Novel products, especially in oncology and gastroenterology, as well as our presence in emerging markets, fuel our growth.

### Responsibilities: Sales Representative – Norristown, PA

Are you looking for a patient-focused, innovation-driven company that will inspire you and support your career? If so, be empowered to take charge of your future at Takeda. Join us as a Sales Representative.

Takeda is a global pharmaceutical leader with 30,000 professionals working together across more than 70 countries. We have an unwavering dedication to put people first and we live our values of **Takeda-ism**—Integrity, Fairness, Honesty, and Perseverance. We are united by our more than 230-year legacy of research-based pharmaceuticals and our mission to strive toward **Better Health and a Brighter Future** for people worldwide through leading innovation in medicine.

Here, everyone matters and you will be a vital contributor to our inspiring, bold mission.

As a Sales Representative, you will be empowered to sell the Takeda family of products and a typical day will include:

- Clinical discussions with health care professionals (HCP) to discuss patients' needs, execute brand strategies and maximize sales within a specific geography.
- Distribute product samples in accordance with approved sampling guidelines and marketing literature to physicians and other healthcare providers (HCP's).
- Collaborate with partners on routing and resource utilization to maximize overall footprint performance.
- Provide feedback to District Managers (DM) on market place trends, local market conditions, challenges, programs, response to promotion, and product access. Collaborate with DM to establish goals and implement plans to enhance current skill sets and sales results.
- Attend all company-sponsored sales and medical meetings as directed by company management.
- Actively pursue continuous learning and professional development on efficient sales, communication and product knowledge training.
- Perform company business in accordance with all regulations and policies and procedures. Demonstrate high ethical and professional standards at all times.

#### REQUIRED QUALIFICATIONS:

- Bachelor's degree
- Valid driver's license
- Reside within or close proximity to assigned geography
- Ability to travel overnight as needed (training and meetings)
- Proficient in MS Office Suite

#### PREFERRED QUALIFICATIONS:

- 1 year of sales experience

#### WHAT TAKEDA CAN OFFER YOU:

To further support and inspire our employees, our benefits include:

- Bonus plan
- Company car including car expenses
- Comprehensive medical, dental, vision and prescription drug plans
- 401k % match
- Retirement Plan
- Comprehensive career development
- Educational assistance
- Maternity/Paternity, and adoption assistance

Empowering Our People to Shine [takedajobs.com](https://www.takedajobs.com)