

Position: Medical Representative- Medical Supplies

Area: Maten- Keserwan

Education: Bachelor's degree in Nursing, Biochemistry, Biology or any related field

Years of Experience: 0-1 year of experience in Medical Supplies

Contract Length: 3 years

Brief Description on Duties:

- Create and implement a territory planning methodology to ensure that all doctors/health professionals/pharmacies within own areas are visited on a regular basis and that time spent travelling is maximized
- Perform regular marketing activities as requested by management
- Maintain proper product knowledge
- Propose and organize round table discussion at regular intervals according to company standards
- Regularly conduct group sales presentations according to the numbers required by company activity levels
- Classify and appoint key doctors and key allied health professionals and pharmacies, adding to the information in company office database
- Ensure all sales collateral, product samples, etc. are kept and distributed in an appropriate manner
- Communicate competitors' activities, report new competitors suggesting the best methods to counteract such activities to the Sales Supervisor
- Ensure all expenses are claimed and accurately recorded on a regular basis according to the company policies
- Ensure that all sales records relating to each area or cycle are recorded accurately and results are fed back to the Sales Supervisor in terms of demographics/spend/changes etc. to maximize sales potential
- Any other duty as assigned by the Sales Supervisor

Skills Required:

- Computer literate – Microsoft Office
- Communication Skills
- Marketing and Promotional knowledge
- Negotiation Skills
- Target oriented
- Proactive