

Medical Aesthetics Sales Representative – JHB

Description

WE ARE HIRING: 2025

MEDICAL AESTHETICS SALES REPRESENTATIVE – JHB

**SALARY HIGHLY NEGOTIABLE DEPENDED ON CURRENT SALARY
(MEDICAL AID, PENSION FUND, 13th CHEQUE)**

MAIN PURPOSE OF JOB:

The Medical Aesthetics Representative is responsible for increasing the visibility and awareness of our company's aesthetics portfolio and maximizing sales growth. The role involves building strong relationships with healthcare professionals, including doctors and specialists. This role will be predominantly focused on the aesthetic space, but there will also be a component to the neurotoxin in neuroscience field.

KEY PERFORMANCE AREAS:

Sales and Relationship Building:

Develop and maintain relationships with healthcare professionals, primarily doctors and specialists. Continuously identify and build the customer base for both Aesthetics and Neurosciences. Schedule and conduct regular visits to medical offices, hospitals, and clinics to promote companies Aesthetic products. Implement the marketing strategy for the brand(s). Deliver and exceed monthly, quarterly & annual sales targets. Increase our products' market shares within the current users and new users. Responsible for launching new products within the portfolio. Implement the marketing strategy for the brand(s).

Customer Support:

Responsible for educating Aesthetic doctors on the product knowledge of our world class medical injectable portfolio. Responsible for support in the therapeutic side of neurotoxin which requires calling on Neurologists and other specialties responsible for therapeutic indications. (This may include visits to hospital, clinics and rehab centers). Provide ongoing support to

doctors regarding companies product range. This might include enquiries, product information, training, clinical trials etc. Build partnerships with healthcare professionals to help drive trust & loyalty.

Regulatory Compliance:

Ensure all promotional activities comply with industry and regulatory policies and guidelines.

Education and Training:

Conduct presentations and training sessions for healthcare professionals to educate them on the products, including features, benefits, and correct usage. Plan, arrange and drive training workshops to further expose more doctors and to create more awareness on the aesthetic portfolio.

Market Analysis:

Stay informed about the latest healthcare trends, competitor products and potential opportunities.

EDUCATION:

Bachelor's degree in medical or a related field

EXPERIENCE:

Proven experience in pharmaceutical, aesthetics sales or a similar role will be beneficial. Minimum of 2 years' experience calling on Dermatologists and Aesthetic Dr's.. Familiarity with Business relationship management (BRM) and Customer relationship management (CRM) practices along with ability to build productive business professional relationships. Previous experience in the medical aesthetics (injectables) field is a big plus. Good understanding of the existing neurotoxin and/or filler market is advantageous. Excellent knowledge of the anatomy of the face. Good track record of planning and managing injectable workshops with doctors.

CONTACT: Mario Matthews from MJM Group (031) 572 3610/ Cell: 076 275 3765: Email: mario@mjmrecruitment.co.za

Hiring organization

MJM Recruitment

Employment Type

Full-time

Beginning of employment

03.03.2025

Duration of employment

Full Time

Industry

Medical Field

Job Location

Johannesburg

Date posted

January 24, 2025

Valid through

31.03.2025