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NATIONAL SALES MANAGER – PHARMCEUTICAL SALES – GAUTENG

Hiring organization
MJM Recruitment & Care Givers

Employment Type
Full-time

Beginning of employment
Immediately

Duration of employment
Full Time

Industry
Pharmaceutical

Job Location
Gauteng South

Date posted
November 16, 2026

Valid through
31.01.2027

Description

Our client is seeking an experienced and commercially driven National Sales Manager to lead and develop our national direct sales team. The successful candidate must have a strong pharmaceutical sales background, excellent leadership ability, and the analytical skills required to manage sales performance, forecasting, customer development and execution across the country.

KEY RESPONSIBILITIES:

Lead, manage and develop the national pharmaceutical sales team. Drive achievement of monthly, quarterly and annual sales targets. Translate company sales strategy into clear regional, representative and customer-level action plans. Drive measurable market-share growth through effective implementation of strategic product initiatives, ensuring that sales representatives translate commercial objectives into customer-level execution and sustainable sales growth. Monitor sales performance by representative, territory, customer and product. Conduct regular field visits, coaching sessions and performance reviews with sales representatives. Identify performance gaps and implement corrective action plans where required. Manage sales forecasting and provide accurate monthly and quarterly forecasts. Analyse sales trends, market data, customer performance and product opportunities. Drive growth within pharmacies, dispensing doctors, hospitals and other relevant private-sector customers. Ensure effective customer segmentation, territory management and call planning. Develop and maintain strong relationships with key customers and relevant pharmaceutical stakeholders. Work closely with Key Accounts, Marketing, Finance, Supply Chain and senior management. Ensure the sales team has a strong understanding of product positioning, pricing and the commercial value proposition presented to customers. Monitor competitor activity and identify new market opportunities. Manage product launches and ensure effective implementation in the field. Ensure appropriate sales reporting, administration and CRM/field-force reporting disciplines. Manage representatives against agreed KPIs, call rates, coverage, sales targets and strategic objectives. Recruit, train, coach and retain high-performing sales representatives. Maintain high standards of professionalism, compliance and ethical pharmaceutical selling.

PREFERRED QUALIFICATIONS AND EXPERIENCE:

A Bachelor's degree or higher in Business Management, Sales, Marketing, Commerce or a related field.

Previous experience at National Sales Manager

Proven experience managing relationships and sales channels within the

pharmaceutical sector, including pharmacies, dispensing doctors, wholesalers and hospital groups.

Proven experience managing and leading a pharmaceutical sales team.

Demonstrated experience in direct pharmaceutical sales.

Strong understanding of the South African private pharmaceutical market.

Proven track record of achieving and growing sales targets.

Please do not hesitate to contact Mario Matthews from MJM Group. (031) 572 3610/ 076 275 3765. Email: mario@mjmrecruitment.co.za