

SALES REPRESENTATIVE – DISPENSING DOCTORS & PHARMACIES – PERM (JHB)

Description

MAIN PURPOSE OF THE JOB:

The Dispensing Doctor Sales Representative is responsible for promoting and selling the company's pharmaceutical products to dispensing doctors, as well as independent and corporate pharmacies within their region. This role plays a crucial part in expanding the company's market share by building strong relationships with healthcare professionals and driving revenue growth. Success in this position requires a combination of sales expertise, in-depth industry knowledge, and exceptional relationship management skills.

KEY JOB RESPONSIBILITIES:

Details

- **SALES AND CUSTOMER ENGAGEMENT** : Implement a sales strategy independent and corporate pharmacies in the region. Conduct regular visits to these healthcare providers to present and sell the company's pharmaceutical products. Strive to meet and exceed set sales targets and business objectives. Manage product orders and ensure optimal stock levels in dispensing practices and pharmacies.

- **RELATIONSHIP BUILDING & MANAGEMENT** :Build and maintain strong business relationships with pharmacists, and key decision-makers in targeted regions. Keep customers updated on product developments, changes, and industry insights. Address customer queries and concerns promptly to ensure satisfaction and long-term business relationships.

- **MARKET INTELLIGENCE**: Monitor competitors by gathering market intelligence on pricing, product launches, marketing strategies, and sales tactics. Identify market trends and shifts in business practices that may impact sales strategies.

- **REPORTING AND ADMINISTRATIVE TASKS**: Maintain accurate records of customer interactions, meetings, and key sales activities. Prepare reports on sales performance, market trends, and competitive insights for management review .Ensure adherence to company policies, industry regulations, and compliance standards.

- **EDUCATIONAL INITIATIVES**: Conduct training sessions and product demonstrations for dispensing doctors and pharmacy staff to enhance product knowledge and advocacy. Provide relevant product materials and resources to healthcare professionals to support informed decision-making.

- **STRATEGIC PLANNING**: Participate in sales strategy meetings to

Hiring organization

MJM Recruitment & Care Givers

Employment Type

Full-time

Job Location

Johannesburg

Date posted

April 22, 2026

discuss targets, new opportunities, and growth tactics. Collaborate with marketing and prescription teams to develop and implement product launch plans and customer engagement initiatives.

MINIMUM REQUIREMENTS AND EDUCATION:• A bachelor's degree in business management, marketing or any related field. • Proven success in pharmaceutical sales; experience selling to dispensing doctors and pharmacies is an advantage but not required, as training will be provided for candidates without prior experience. • Strong understanding of pharmaceutical products, industry trends, and regulatory requirements. • Excellent verbal and written communication skills, with the ability to conduct engaging presentations.