Sales Representative – Pharmacy Team – Eastern Cape

Hiring organization
MJM Recruitment

Employment Type
Full-time

Beginning of employment
Immediately

Duration of employment
Full Time

Industry
Pharmaceutical

Job Location
Eastern Cape, Eastern Cape, South Africa

Base Salary
R 35000.00pm - R 55000.00pm

Date posted
June 10, 2026

Valid through
31.07.2026

Description
MAIN PURPOSE OF THE JOB:

The Pharmaceutical Sales Representative is responsible for promoting and selling the company's products across diverse pharmacy environments, including independent pharmacies, pharmacy groups, and corporate groups. This role is pivotal in driving revenue growth by expanding market presence and fostering brand loyalty within the pharmacy sector. Success in this position requires a combination of strong sales expertise, industry insight, and exceptional relationship-building abilities.

Key Responsibilities
Details

sales and Customer Engagement
· Develop and execute a sales plan, targeting independent pharmacies, pharmacy groups, and corporate pharmacies. Conduct regular visits to these pharmacies to present and sell the company's pharmaceutical products. Work towards meeting and exceeding set sales targets and goals. Manage product orders and inventory levels within the pharmacies to ensure continuous supply.

Relationship Building & Management
· Establish, develop, and maintain positive business and customer relationships with pharmacists and key decision-makers. Regularly update pharmacies on product information, changes, and developments. Handle customer queries and resolve issues to maintain high levels of customer satisfaction.

Market Intelligence
· Monitor competition by gathering current marketplace information on pricing, products, new launches, marketing strategies, and merchandising techniques. Identify and analyze market trends and changes in business practices.

Reporting and Administrative Tasks
· Maintain detailed records of all contacts and meetings and manage a comprehensive database of all pharmacies within the territory. Prepare reports and analysis of sales activities, market trends, and competitive landscape for management review. Ensure compliance with company policies and procedures as well as regulatory requirements.

Educational Initiatives
· Conduct training sessions and product demonstrations for pharmacy staff to enhance their understanding and advocacy of the products. Provide accurate product information and resources to pharmacy personnel, aiding them in making informed decisions regarding product stocking and customer recommendations.

MINIMUM REQUIREMENTS AND EDUCATION:• A bachelor's degree in business management, marketing or any related field. • Proven success in pharmaceutical sales; experience selling to PHARMACY

SETTINGS 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.

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