

Pharmacy Premium Sales Representative – JHB

Description

WE ARE HIRING: 2025

PHARMACY PREMIUM SALES REPRESENTATIVE – JHB

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

MAIN PURPOSE OF JOB:

The Pharmaceutical Sales Representative is responsible for increasing the visibility and awareness of our company's pharmaceutical and medical products and maximizing sales growth. The role involves building strong relationships with healthcare professionals, including independent and corporate pharmacies, to increase sales for companies products.

KEY PERFORMANCE AREAS:

Sales and Relationship Building:

Develop and maintain relationships with healthcare professionals, primarily pharmacies. Schedule and conduct regular visits to pharmacies to promote companies pharmaceutical products. Deliver and exceed monthly, quarterly & annual sales targets.

Customer Support:

Provide ongoing support to pharmacies 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.

Hiring organization

MJM Recruitment

Employment Type

Full-time

Beginning of employment

03.03.2025

Duration of employment

Full Time

Industry

Pharmaceutical

Job Location

Johannesburg

Date posted

January 24, 2025

Valid through

31.03.2025

Education and Training:

Conduct presentations and training sessions for healthcare professionals to educate them on the products, including features, benefits, and correct usage.

Market Analysis:

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

EDUCATION:

B.Com/Business related degree

EXPERIENCE:

Proven experience in pharmaceutical sales or a similar role will be beneficial

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