Stellenbeschreibung

Medical Information Officer (m/f) / Medical Representative (m/f)

Kennziffer: GPF0512-37A

„Medical representatives are key employees in any Pharmaceutical Organization, and the company's success depends on their effective team work. Medical representatives Create and Brand a company's image"

The primary job of a Medical Representative involves, Identifying Planning, Scheduling and Contacting potential customers (Doctors, Pharmacists, Other Health Care Professionals), identifying their needs, persuading them that our products or services (rather than those of competitors) can best satisfy those needs, closing the sale by agreeing to prescribe, buy or use our products, to ultimately achieving and exceeding territorial sales targets.

Primary Job Functions:

- Plan, organize and execute product presentation to physicians and pharmacists regarding the therapeutic use of the product, mode of action, features and benefits;
- Plan each call through the proper identification of appropriate product or products to promote, which sales tools to use and the right schedule to execute the call;
- Physician, Customer and Account Profiling and Coverage.
- Achieve monthly, Quarterly and Yearly Sales Targets.

Key Responsibilities

- Provide Market Intelligence and Feedback; Observe, record and report competitor activities executed in the territory and identify appropriate counter strategy.
- Constantly endeavor to improve product knowledge, disease knowledge and selling skills at company standards in order to deliver appropriate information to physicians effectively and professionally.
- Manage company resources effectively.
- Attain assigned sales, prescription and market share goal.
- Administrative Procedures, including keeping detailed records of all visits, contacts and activities.
- Attend company meeting and briefings.
- Organize and arrange CME Activities and other Promotional Activities.
- Liaise with the Distributors and Sales Representatives to increase efficiency.

Educational and Job Experience Requirements:

- Good knowledge in the Principles of Pharmacology.
- Bachelor's degree in a field related to Medicine, Dentistry, Pharmacology.
- Advanced degree in business or marketing would be an added advantage.
- Previous experience in a similar or related role, in a reputed organization.
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Abilities required:

- Selling skills.
- Excellent Interpersonal Skills.
- Good Understanding and awareness of Medical Terminology
- Good Oral and Written communication Skills.
- Highly energetic, enthusiastic and self-motivated.

Physical Requirements:

- Presentable and well groomed

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Wir benötigen Ihren tabellarischen Lebenslauf und Ihr Anschreiben (Motivationsschreiben) als Word-Dokumente. Des Weiteren schicken Sie uns bitte Ihre Ausbildungsnachweise und Arbeitszeugnisse. Gerne können Sie im Anschreiben Ihre Gehaltsvorstellung und Ihre Verfügbarkeit benennen. Bitte beziehen Sie sich auf die **Kennziffer GPF0512-37A** *und senden Ihre Unterlagen Sie an: office@goinginternational.org.*

Ihre Angaben werden selbstverständlich streng vertraulich behandelt!
Für Ihre Fragen stehen wir Ihnen gerne zur Verfügung unter +43 (0)1 798 2527 und office@goinginternational.org.