



JOB TITLE: Medical Sales Representative

The **Medical Sales Representative** will focus on business growth and client retention by servicing accounts, obtains orders, and establishes new accounts. They are expected to maximize product and territory potential, and achieve sales targets.

RESPONSIBILITIES

- Expands / penetrates the market with both old and new accounts.
- Attends to inquiries, sets appointments, conducts initial presentations and facilitate requirements of new and old clients.
- Prepares reports, collects and analyze information; prepare presentations for sales analysis.
- Gathers information on competitor's activities and develop a comprehensive analysis for business growth.
- Works with the sales and marketing team to develop appropriate and required sales materials.
- Participates in trade-shows and conferences, representing Management and the Company.
- Maintains knowledge by attending professional and technical educational seminars and workshops.
- Establishes professional and personal networks within the industry.

QUALIFICATIONS & SKILLS

Minimum Qualification Requirements:

- Bachelor's Degree Graduate is a must, a medical course is an advantage.
- 1 year of experience either in sales or pharmaceutical industry.
- Existing relationships with Medical Practitioners is a plus.

Job Knowledge, Skills & Abilities:

- You thrive in a result-oriented, direct environment working closely with the management.
- You are positive, self-motivated, honest and reliable and dedicated towards work.
- Aggressive, result oriented and a team player. Able to handle pressure of achieving sales target.
- Proficient in English and able to communicate well.
- Must be willing to travel.



What you can expect from us:

- Significant career growth opportunities in a fast-growing business in the Philippines.
- Competitive compensation and sales incentives.
- Reasonable out-of-pocket expenses.
- Fun & casual working environment.
- Flat hierarchies within a fresh, dynamic and highly motivated team.
- Starting date: As soon as possible.

Job Types: Full-time, Permanent

COVID-19 considerations: To protect our workforce, we have arranged for social distanced work spaces, scheduled work from home arrangements, and provisioned PPE and other safety and sanitary policies.