

# PASSION TO INNOVATE | POWER TO CHANGE

## Sales Rep Pharmacy– Western Cape

### YOUR TASKS AND RESPONSIBILITIES

To be the face of Bayer (PTY) LTD, drive strategy and sales within the Independent pharmacy business/channel

- Achievement of sales targets in identified areas as set out and agreed by the Division's objectives.
- Planning of sales calls via the Bayer Consumer Health CRM system.
- Daily use of the CRM system as required which includes, but not limited to, e-detailing, KPI tracking, customer reviews, call rate and coverage
- Achieve agreed targets regarding detail, trainings sessions per month/quarter and annual.
- Measure and achieve sales call coverage and frequency targets.
- Ensure continued and improved customer relationships.
- Ensure maximum brand exposure through promotion and business activities as per the marketing strategy.
- Achieve the set display targets as agreed with ASM.
- Product knowledge, detailing and trainings at store level in line with Marketing strategy and plan.
- Achieve a minimum of 85% on the KPI tests.
- Assist and collaborate with the Pharmacy Wholesale Key Account Manager to grow the Pharmacy Channel.
- Manage spend budgets with key customers to ensure maximum return on investment
- Participate in day to day activities such as major promotions, new product launches, and marketing initiatives

### Application Period

8 January 2019 – 22 January 2019

### Reference Code

SRPWC2019

### Division

Consumer Health

### Company

Bayer (Pty) Ltd

### Department

Sales

### Location

Western Cape

### Functional Area

Channel Controlling - Pharmacy

### Position Grade

E13

### Employment Type

Permanent

### Work Time

Regular



- Achieve Bayer SFE standards
- Submitting timeous feedback and reports to the Area Sales manager.
- Manage Rebate Customers, which includes contracts, sales achievements and quarterly reviews.

## WHO YOU ARE

### Experience & Qualifications

- Matric, Tertiary Qualification would be beneficial
- Minimum 2 years relevant OTC Pharmacy sales experience.
- Strong sales performance and achievement background
- Bachelors degree or relevant management diploma is beneficial

### Skills

- Results oriented
- Ability to organise and prioritise
- Knowledge of Nielsen/Aztec/IMS Information Systems
- Computer literate with analytical skills and ability to work within budgets
- Negotiating, communicating, planning, presentation and interpersonal skills

## CONTACT US

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