

PASSION TO INNOVATE | POWER TO CHANGE

Sales Representative Endocrinology – East Rand, South, Vaal and Country Trips

YOUR TASKS AND RESPONSIBILITIES

Pharmaceutical Sales Representatives are the key point of contact between Bayer Pharmaceuticals and healthcare professionals, working strategically to increase Bayer product awareness, answering product queries and introducing new products all with a clear focus on meeting patient's and customer's needs.

Major tasks and responsibilities of position

- Selling a pre-defined, specific range of Bayer Pharmaceutical products throughout an assigned geographical territory to defined customers (Specialists, Pharmacists and other HCPs);
- Meeting (and exceeding) sales targets for a specified product portfolio;
- Planning and managing the geographic territory using available Bayer systems, which includes daily administrative duties as outlined in the Bayer Sales Force Effectiveness documentation;
- Developing compliant strategies for increasing opportunities to meet face-to-face with customers in the medical and healthcare sector;
- Keeping up to date on the latest clinical data supplied by the company, and interpreting, presenting and discussing this data with health professionals during face-to-face/remote interactions.
- Maintaining product knowledge by attending training sessions; reviewing published clinical trials; attending scientific meetings.

Application Period

17 March 2020 – 31 March 2020

Reference Code

PHSRE2017

Division

Pharmaceuticals

Company

Bayer (Pty) Ltd

Department

Pharmaceuticals

Location

Isando

Functional Area

Sales

Position Grade

E13

Employment Type

Permanent

Work Time

Regular



- Adjusting content of sales presentations by assessing customer's and patient's needs and presenting appropriate clinical data to increase awareness of products whilst still adhering to marketing and medical strategies.
- Managing budgets for appropriate promotional items, arranging meetings with outside speakers and relevant hospitality, etc.;
- Building and maintaining positive professional working relationships with healthcare professionals and supporting administrative staff;
- Monitoring competition and opportunities by gathering current, published marketplace information.
- Collaborating with the Medical Department to plan and execute educational/scientific activities for customers on a needs basis.
- Ensuring adherence to industry-specific codes of practice or conduct, advertising codes, regulatory directive and guidelines, as applicable to the role, and to the programme for legal compliance and corporate responsibility at Bayer.

WHO YOU ARE

- Education: Matric with a tertiary qualification. Preferably medical background, but not essential.
- Experience: An experienced sales representative with a proven track record and a minimum of 2 years in Pharmaceutical Sales.

Skills:

Commercial awareness, Negotiation and Selling Skills, Customer Service, Achievement orientated, Territory Management, Product Knowledge, Presentation Skills, Strong Interpersonal and Communication Skills, Organisational and Time Management Skills, Language proficiency relevant to the customer base

Qualities:

Strong leadership ability;

Conduct business with the highest standards of personal, professional and ethical conduct. Collaborate across various departments and levels in the organisation. Strong Customer Focus.

Willingness to travel and work after hours is essential in order to attend congresses, sales/marketing meetings, to service customers in sales territory and surrounds including country trips or other designated venues.

CONTACT US

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