

Sales Representative

HR@pharmanovagh.com

Phone :

Web :



Job Summary

Vacancy :

Deadline : Jun 07, 2023

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Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification : BSc

Job Description

Atlantic Lifesciences Ltd & Pharmanova Ltd, a Ghana-based multinational pharmaceutical manufacturing organisation, under its expansion programme, requires Sales Representative across Ghana.

We are looking for a competitive Pharmaceutical Sales Representative who can thrive in a fast-paced business environment. The Pharmacy Sales Rep will act as the key link between our company and healthcare professionals and you will aim at meeting sales targets.

As a Pharmaceutical Sales Rep, your goal is to increase the visibility and awareness of our company's pharmaceutical and medical products and maximize sales growth.

Responsibilities

- Assess clients needs and present suitable promoted products
- Liaise with and persuade targeted doctors to prescribe our products utilizing effective selling skills and performing cost-benefit analysis
- Provide product information and deliver product samples
- Attend sales meetings, conference calls, training sessions and symposium circuits
- Work with sales team to develop strategies and implement brand strategies to ensure a consistent marketing message
- Build positive trust relationships with medical representatives to influence targeted group in the decision making process
- Monitor and analyze data and market conditions to identify competitive advantage
- Keep accurate records and documentation for reporting and feedback
- Pursue continuous learning and professional development and stay up-to-date with latest medical data

Education & Experience

- Proven work experience as a Pharmaceutical Rep or in [Medical Sales](#)
- Familiarity with databases, statistics, product lines and latest medical issues
- Knowledge of MS Office
- Excellent communication, negotiation and sales skills
- Highly motivated and target driven with a proven track record in sales
- Strong organisational and time management skills
- BSc degree in Pharmacy/ Pharmacy technician

Must Have

Educational Requirements

BSc

Compensation & Other Benefits
