

Medical Sales Representative - Ondo

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Requirements

Candidates should possess B.Pharm or any sciences degree

Must have a minimum of 1 - 2 years of experience working in a similar role

Strong product knowledge and the ability to convey complex medical information clearly.

Outstanding communication and interpersonal skills.

Method of Application

Interested and qualified candidates should send their CV using the Job Title as the subject of the mail.

Responsibilities

Prepare order forms/ LPO's and send them to accounts for invoicing

Prompt collection of payments for supplies made and remits same to company accounts

Our customers (distributors, institutions, hospitals, clinics, pharmacies etc), have the company products properly displayed

Making presentations to health care professionals including Doctors, Pharmacists, nurses, Lab technicians, etc

Adjusts content of sales presentations by studying the type of sales outlet or trade factor

Submits orders by referring to price lists and product literature

Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.

Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.

Recommends changes in products, service, and policy by evaluating results and competitive developments

Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management

Provides historical records by maintaining records on area and customer sales

Contributes to team effort by accomplishing related results as needed.

Any other task assigned by management.

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