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# Example of Medical Sales Representative Job Description

Our company is searching for experienced candidates for the position of medical sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for medical sales representative

* Ensures sales objectives are achieved
* Makes calls on existing or potential customers and serves as front-line liaison between them and the Company in all matters concerning product and service delivery
* Continuously upgrades product knowledge and selling techniques
* Provides information for forecasting market sales
* Maintain strong clinical knowledge with continuous self-education
* Maintain extensive market knowledge on competitors and market environment though external and internal research incl
* Maintains up to date sales activities, sales pipeline and account records on prospective and active accounts on Linde’s Customer Relationship Management (CRM) tool
* Assists surgeon in operation room and provides valid feedback on the use of devices
* Coordinates Professional Education activities to enhance the knowledge of Healthcare professionals
* Checks with logistics to ensure product availability

## Qualifications for medical sales representative

* 6 months – 3 years
* Tertiary qualifications in related field / para medical background desirable
* Bachelor Degree, preferably in Science, Bioscience or related discipline
* At least 1 year of pharma sales experience
* Good interpersonal skills & communication in Chinese & English
* Assertive and able to work under pressure