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# Example of Medical Sales Representative Job Description

Our growing company is looking for a medical sales representative. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for medical sales representative

* Learn about and collect customers’ information of disease treatment and brand use in time
* Take an active part in various business meetings and team building of the company
* Type in relevant information in time and accurately as required
* Assist the supervisor or manager to ensure that academic activities of every brand are closely related to the marketing strategy
* Carry out the business plan established by the supervisor or manager
* Ensure that all the undertaken activities fully comply with the company's policies and quality standard, the laws and regulations of the Peoples Republic of China and all the relevant codes of conduct
* Ensure all territory sales activities are aligned with the brand strategy
* Develop a robust territory business plan and review
* Must demonstrate high level of integrity and accountability
* Ability to travel and work outside of the parameters of 8am to 5pm, attend both corporate and medical conventions when required, which includes some weekends

## Qualifications for medical sales representative

* Experience with patient management is a plus
* Must have a valid driver's license with a driving record that meets company requirements
* Clinical Credentials (RD, RN, IBCLC, CLC or CMR) a plus
* MS or MBA degree is preferred
* Sales experience calling on Health Care Professionals is strongly preferred
* Experienced Medical Sales Representatives or experience from an alternative commercial sales environment or goal orientated