



Example of Pharmaceutical Representative Job Description

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Our company is searching for experienced candidates for the position of pharmaceutical representative. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for pharmaceutical representative

- Independently develops and writes letters to customers on inquiries and non-medical complaints that are written at a level of expertise that can represent the high quality of standards mandated by the department and the corporation
- Performs other Veterinary Pharmaceutical Sales Representative duties as assigned
- Performs other duties as assigned to the Veterinary Pharmaceutical Sales Representative
- Achieve sales targets and gain market share
- Maintain and grow the existing customer base
- Identify new and potential customers
- Support customer service by responding to clients' technical or product-related inquiries
- Improve our customers' experiences and increase sales by cross-selling, where appropriate
- Actively participate in team meetings, exhibitions, congresses, educational sessions
- Ensure correct and timely reporting of activities as and when required, ensuring that the sales results are consistently monitored

Qualifications for pharmaceutical representative

- Must have solid analytical, technical, and strong customer service focus in order to exceed business goals
- BA or BS degree from a 4-year, accredited college or university is required
- Minimum of 3 years successful B2B selling experience OR
- Minimum of 2 years of recent successful pharmaceutical sales experience, preferably in Cardiovascular therapeutic category or relevant specialty product experience OR
- Minimum of 2 years of recent successful pharmaceutical sales experience in Diabetes therapeutic category