



Example of Pharmaceutical Representative Job Description

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Our company is growing rapidly and is looking for a pharmaceutical representative. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for pharmaceutical representative

- Execute day-to-day operations specific to the assigned program(s)
- Investigate issues that cannot be resolved at the initial point of contact and follow through until issue resolution
- On behalf of Client, promote Client's product(s) via outbound telephone calls by engaging assigned HCP targets in in-depth program discussions to attain individual, territory and company goals for sales, market share
- Respond to inbound calls from HCPs to address their questions regarding product(s), if required by the program
- Profile and manage targeted list of HCPs and provide value-added benefits to grow product volume
- Create and implement business plans to achieve territory and business sales goals
- Responsible for abiding by the quality processes associated with product complaint handling, procedures and controls to ensure that all complaints are processed in accordance with established company procedures and GQP-08-05
- To be the primary contact for internal and external clients by phone and email
- Prepare and explain quotations to our customers via email and phone
- Follow instructions and objectives from the Customer Service Manager in agreement with the National Operation Manager

- Relevant women's health specialty experience in the open territory preferred
- Highly committed, competitive and goal-driven professional track record of success in achieving sales goals
- Maintain thorough knowledge of Client product(s) and program
- Regularly and timely communicate with the District Manager, members of various Touchpoint home office support teams, as required
- Participate in teleconference and live National, regional and district meetings and training sessions and represent client at National and/or local conventions when requested
- Verify and complete required data entry in Publicis Health CRM systems, such as details of the target's responses and any follow-through actions