



Example of Pharmaceutical Sales Representative Job Description

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Our growing company is searching for experienced candidates for the position of pharmaceutical sales 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 sales representative

- Achieve sales growth in territory and deliver on strong sales results
- Entrepreneurial mindset to analyze, develop and grow territory business
- On behalf of the Brand, promote messages via outbound telephone calls by engaging assigned customer targets in discussions
- Manage daily call activity according to defined productivity expectations
- Profile and manage targeted list of customers
- Documents and records data about the visits and other work information acquired by this into the appropriate electronic system
- He/she is obliged to report to responsible person of the branch office in due time all the information about adverse effects of the medication, all other clinically important information regarding the use of the medication that he/she obtains from the persons entitled for prescription or dispensation of pharmaceutical products
- Work 5 days in the field each week, supported by office time as needed for call planning, customer follow-up, preparing presentations, making appointments, report generation
- Coordinate promotional efforts with peers across franchises and co-promotion alliance partners
- Performs other Veterinary Pharmaceutical Sales Representative duties as assigned

- Respiratory sales experience is strongly preferred
- Previous work, internship or business experience preferred
- MBA • Pharmacist • Master's degree • 2 or more years of sales experience (pharmaceutical or non-pharmaceutical)
- 1-5 years of successful business to business, healthcare or minimal pharmaceutical sales experience
- Proven and documented track record of success in business to business or pharmaceutical sales
- Experience selling within metabolic disorders a plus