



Example of Pharmaceutical Sales Representative Job Description

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Our company is searching for experienced candidates for the position of pharmaceutical sales representative. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for pharmaceutical sales representative

- Performs other veterinary pharmaceutical sales representative duties as assigned
- Under close supervision, utilizes established procedures to achieve projected quarterly sales goals in pharmaceutical products
- Collaborates with MSL/MSS on educational strategies for related products in assigned territory
- Distributing patient literature to targeted offices access materials to support the patients we serve
- Invest time and effort to achieve the established goals for the territory such as sales, market share, doctor calls, appropriate sample distribution
- Listen and respond appropriately to customer needs that will ensure acceptance of or agreement with a "call plan" objective
- Maintain the required technical expertise including competitive product knowledge and computer capabilities
- Plan and organize daily sales call activities to optimize the use of time and maximize the achievement of sales and market share objectives
- Recognize changes in the work environment, develop and implement alternative plans to achieve objectives, modify call plan/business plan activities accordingly
- Demonstrate persistence to accomplish objectives despite disappointments and/or rejection of original efforts

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- Prior experience in cardiovascular and/or diabetes therapeutic area(s) is preferred
 - Must reside in close proximity to the geography or be willing to relocate.Selling Pharmaceutical
 - Successful Business to Business selling experience
 - Sales aptitude strongly preferred
 - Experience pulling through with product access messaging (coupon availability, health plan formulary status)
 - Manage promotional budget