

**JOB DETAILS:**

<b>Job Title</b>	Sales Representative
<b>Reports to (Title of Line Manager)</b>	Sales Manager
<b>Department</b>	Sales & Marketing
<b>Workstation</b>	Namanve Industrial Park.

**JOB PURPOSE.**

The Sales representative plays a key role in promoting and selling our range of medicines to healthcare professionals, pharmacies, and other medical institutions. This position requires excellent communication skills, a deep understanding of pharmaceutical products and the ability to forge strong relationships with clients.

**KEY RESPONSIBILITIES**

1. Promote and sell our pharmaceutical products to healthcare professionals, including physicians, pharmacists, and hospitals.
2. Develop and maintain relationships with key stakeholders in the healthcare sector.
3. Identify and pursue new sales opportunities to expand our customer base and market presence.
4. Provide product education and training to healthcare professionals as needed.
5. Collaborate with the marketing team to develop sales strategies and promotional campaigns.
6. Attend industry conferences, trade shows and networking events to represent the company and its products.
7. Achieve sales targets and objectives within assigned territories.
8. Stay informed about industry trends, competitor activities and regulatory developments and share market insights with management.
9. Any other duties assigned to you from time to time.
10. Support the development of new products and Services to meet customer demands.

**QUALIFICATIONS AND EXPERIENCE.**

1. Bachelor's degree in Business Administration, Marketing, or a related field.
2. At least three (3) experience in pharmaceutical sales with a track record of success.
3. Strong communication and interpersonal skills.
4. Ability to work independently and as part of a team.
5. Thorough knowledge of medical terminology and understanding of pharmaceutical products.