



PR/158320 | Sales & Marketing Executive (Pharmaceutical & Innovators)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1509157

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:31

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client, a global pharmaceutical company focused on the development of innovators, with office located at **KL Sentral**, is currently looking for a **Sales & Marketing Executive**. This role will focus on pharmaceutical sales and meanwhile, assist in regional marketing projects and activities.

Job Description

- Achieve sales, market share, growth, and product listing targets as set by the company.
- Plan and execute regular visits to engage healthcare professionals (HCPs) at the appropriate frequency, gathering valuable insights from their feedback.
- Organize and implement promotional activities within the assigned territory to drive product awareness and demand.
- Identify, assess, and develop new channels, HCPs, hospitals, or accounts to expand business opportunities.
- Stay updated on the latest medical and clinical knowledge, as well as brand strategies and tactics, through continuous learning.
- Address customer complaints, technical product issues, adverse events, and medical inquiries promptly and professionally.
- Provide support for promotional events, speaker engagements, and the preparation of promotional materials in collaboration with regional marketing activities.

Requirements

- Degree holder and above.
 - Min. 2 years of experience in pharmaceutical sales, covering niche market. Preferably with background working in innovators company, targeting hospital channels.
 - Willing to travel outstation (Northern or Southern).
 - Sales driven, a team player, independent, possesses strong communication skills, is empathetic, and customer focused.
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Company Description