



## PR/094656 | Medical Representative (CNS)

### Job Information

**Recruiter**

JAC Recruitment Singapore

**Job ID**

1515293

**Industry**

Healthcare, Nursing

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

January 14th, 2025 10:22

### 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

#### COMPANY OVERVIEW

Our client, a global pharmaceutical company is now seeking an experienced **Medical Representative** who will be responsible for personal sales in the central nervous system therapeutic area.

If you are an individual with proven track record in influencing the stakeholder decision-making process and creating value in an ecosystem with multiple influential players / decision makers, please submit your applications of interest now!

#### JOB RESPONSIBILITIES

- Ensures the achievement of or exceed sales target within the specified period
- Establish, develop and maintain positive business growth in the respective defined territory
- Perform, evaluate and feedback updated market and competitor's information to the management on a regular and monthly basis
- Develop, create business needs & strategies via SWAT analysis.
- To strategize & align business plans, further provide planning & execute marketing activities within defined territory.
- Achieve and exceed sales targets of allocated territory/product by developing new business with existing and potential clients, aggressively buildup of product market share in respective sales territories
- Develop, maintain and apply a high level of product knowledge and business environment knowledge.

- Apply appropriate selling and negotiation skills to enhance performance and capitalize on sales opportunities to drive overall business growth.
- Actively monitor market trends through personal contact with customers and attend industry association meetings and seminars. Identify and target key physicians and key allied healthcare professionals, winning concessions and maintaining relationships.

**JOB REQUIREMENTS**

- Possesses tertiary education with at least 2 years of pharmaceutical sales experience especially in both private and public sectors.
- Experience in the Neuroscience therapeutic areas is an advantage.
- Holds a valid Class 3/3A driving license with your own transport to facilitate your work requirements.
- Able and willing to travel.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

EA JAC Recruitment Pte. Ltd.

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EA Personnel: R1109147

EA Personnel Name: Noor Suliana Liza Binte Ab Lateb

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Company Description