



PR/094702 | Medical Representative, Specialty Care

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1516228

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

March 4th, 2025 15:00

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 play a critical role in promoting specialized pharmaceutical products, focusing on therapies in Cardiology, Endocrinology, and Nephrology.

If you are an individual with proven track record in managing customer engagements, delivering scientific product information and driving commercial sales, 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 1 year of pharmaceutical sales experience especially in both private and public sectors.
- Experience in the Cardiology and Nephrology 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.

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Company Description