

# United Arab Emirates Jobs Expertini®

## Diabetes Specialist Medical Sales Representative

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Company: Parkhouse Bell

Location: , Dubai, United Arab Emirates

Category: other-general

Diabetes Specialist Medical Sales Representative This opportunity has arisen for an experienced diabetes specialist medical sales representative to sell the diabetes product portfolio to Healthcare professionals. You will have complete autonomy within your territory with the purpose to gain market share and meet agreed sales targets. You will be required to work with other Sales Specialists when agreed with your Manager, and support with training on specific products. We are looking for dynamic and ambitious individuals with high energy levels and enthusiasm. Candidates will have a high level of commercial and diabetes clinical experience and have a passion for sales in a professional healthcare environment. A can do attitude is essential. This person will be extremely competent to sell to all Healthcare Professionals. A proven individual, you will be commercially minded with an ability to communicate across multiple customer and patient levels, combining an ability to negotiate on reimbursement and price where required. Key functions: To achieve sales targets across the range of products Plan and prioritise sales activities and customer contact towards achieving agreed targets with the sales manager Plan and manage personal business territory according to an agreed market development plan Maintain and develop existing and new customers through appropriate ethical sales methods, and relevant internal liaison. Use customer and prospect contact tools and systems, and update relevant information held in these systems. Monitor and report on market and competitor activities and provide relevant reports and information. Record, analyse, report and administer according to systems and requirements on the CRM system. Attend and present at external customer meetings and internal meetings with other company functions necessary to perform duties and aid

business development. Attend training and to develop relevant knowledge, techniques and skills. The package: Competitive according to experience

About The Company Parkhouse Bell Human Resources Consultancy that specialises in delivering HR services to education, manufacturing, retail, oil&gas, IT, and healthcare companies. Founded in 2006, we now operate out of London, Dubai, and Brisbane delivering series internationally. Our core services are: HR Consultancy Interim Management Recruitment Training We have placed candidates at all levels from the front line to the board, and source staff on a permanent, contract and temporary basis. All our consultants are specialists in the sector and we have a true understanding of the intricacies of doing business in a challenging economic and political environment. Integral to our way of working is our understanding of the importance of client and candidate confidentiality. Our ethos is one of providing a personal service and value for money. Parkhouse Bell's success so far has been based on honesty, openness and a willingness to listen to our clients' needs.

#J-18808-Ljbffr

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