

United Arab Emirates Jobs Expertini®

Immunology Product Specialist Jobs in Dubai | Johnson & Johnson

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Company: Johnson & Johnson

Location: Dubai

Category: other-general

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Description:

The Product Specialist reporting to the Business Manager, is a key link between the company and the healthcare professionals. The PS is responsible for promoting a registered product or group of products to a variety of customers including physicians, pharmacists and relevant decision makers in hospitals and pharmacies in public institutions and in private hospitals.

Job Responsibilities:

Maximizes sales of products and increases market share of these products.

Achieves sales targets in the designated territory while meeting all Company's HCC requirements.

Maintains accurate coverage of designated territory and ensure full compliance with CRM reporting requirements, in line with Company policy guidelines.

Conducts customer segmentation in line with the Company's guidelines to ensure target customers are approached with the optimal tools and frequency and provided with best-in-class customer service.

Maintains the customer database up to date to ensure full understanding of customer needs to be able to timely fulfil them.

Job Requirements:

Minimum of 2 years of experience in UAE.

Bachelor's Degree scientific/ pharmacist

Rheumatology or Dermatology experience is preferable

Proven successful working in complex cross functional teams

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