

Medical Representative

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Company: AlAlamein International University

Location: Dubai

Category: other-general

Job Description

We are hiring a Medical Representative in Al Ain, UAE. The successful candidate will be responsible for effectively representing and promoting Boehringer Ingelheim (BI) core products to existing and potential customers. S/he consults with and provides clinical and technical information to healthcare professionals within the assigned territory and in compliance with Boehringer Ingelheim's standard operational procedures and the Ministry of Health practices. The job holder will be based in Al Ain/UAE and will report directly to the District Manager. Responsibilities:Execute an effective Sales Action Plan with the objective to build and sustain long-term customer partnerships with key accounts that create mutual value. Achieve business plans, enlisting brand objectives and the annual target. Perform and report on competitive intelligence activities on key accounts. Coordinate and participate along with the Marketing Department in prelaunch and launch activities, Audio Visual and CME meetings, etc.Develop and maintain relations with Health Care Professionals (HCPs) Prepare periodical activity tracker and sales-related reports/objectives. Requirements: Bachelor's Degree in Pharmacy, Medicine or any other relevant field A minimum of 2 years similar work experience preferably in a multinational pharmaceutical company A minimum of 1 year experience within cardio-metabolic therapy area is preferred Minimum 1 year experience in a similar role in UAE is required, preferably in Al Ain Al Ain residency is required or willing to move to Al Ain within UAE Possesses a valid UAE driver's license.

Fluent in Arabic and English
Competencies: Customer-centric, detail and results orientated, innovative and problem solver, presentation and negotiation skills, team player, good personal leadership, good administration skills, self-development/learning agility, communication skills, IT Literacy

Job Requirements

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