

United Arab Emirates Jobs Expertini®

Pharma - Sales Representative

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Company: Ghobash Group

Location: dubai

Category: other-general

Arabian Ethicals was established in 1977 to service the pharmaceutical industry as an agent for the management, storage, and distribution of manufacturers' brands to both the private and governmental sectors. Today, Arabian Ethicals has grown into one of the leading healthcare distributors in UAE, distributing 50 brands across its pharmaceutical core business, animal health, and consumer division.

Job Description

Serves customers by selling pharmaceutical products and meeting customer needs. Services existing accounts, obtains orders, and establishes new accounts by planning and organizing. Develops daily work schedule to call on existing or potential sales outlets and other trade factors, weekly work plans, and monthly and annual territory analyses. Adjusts content of sales presentations by studying the type of sales outlet or trade factor. Focuses sales efforts by studying existing and potential volume of dealers. Submits orders by referring to price lists and product literature. Keeps management informed by submitting activity and results reports, such as daily call reports. Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques. Recommends changes in products, service, and policy by evaluating results and competitive developments. Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management. Maintains professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies. Provides historical records by maintaining records on area and customer sales. Identify and target healthcare professionals to promote company products effectively. Build and maintain strong relationships with key

decision-makers in hospitals, clinics, and pharmacies
Provide product information, presentations, and demonstrations to healthcare professionals
Monitor market trends, competitor activities, and gather feedback to enhance product offerings
Collaborate with the marketing team to implement effective promotional campaigns
Prepare and submit sales reports, forecasts, and territory analysis on a regular basis
Qualifications
Proven track record in pharmaceutical or healthcare sales with a minimum of 2 years of experience
Strong understanding of pharmaceutical products and industry regulations
Excellent communication, negotiation, and presentation skills
Self-motivated with a strong ability to work independently and as part of a team
Proficient in MS Office and CRM software

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