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## Senior Product Specialist Jobs In Dubai | Imdad

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Location: dubai

Category: other-general

### Senior Product Specialist Jobs In Dubai | Imdad

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The senior product Specialist is responsible for promoting and selling company's Aesthetic Injectables products to new and existing customers by visiting them regularly and constantly. He/she is also in charge of collecting sales orders from the clinic/medical aesthetic centers under the assigned accounts as well as maintaining a good relationship with customers. It is essential for the Senior Product Specialist to effectively provide detailed information on various products offered by the company versus those offered by competitors, in addition to coaching and supporting junior team members.

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Responsibilities:

Coaching junior staff, providing them with information about market, customers, and products, and helping them with their sales deals.

Schedule appointments and meet existing and new customers to promote Imdad's product and to determine other opportunities through the effective use of company's sales aids and marketing data.

Perform direct face to face detailing of the product benefits with objective of enlisting/including the product in the aesthetic clinic or medical center.

Generate sales order while observing the product market share and running Imdad's injectables business unit activities in the clinic when needed (group meetings, hands-on workshops or training)

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Requirement

Bachelor's degree in pharmaceutical science or any scientific related degree.

3-5 years' experience in a medical related field, of which, minimum of 3 years in aesthetic injectables.

Previous experience in fillers market in terms of technical understanding and geography.

Proficient with Microsoft office Applications.

Bilingual (Arabic, and English) is a must

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