

Training Manager – Gulf & Iraq | Jamjoom Pharma Dubai

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Company: Jamjoom Pharma

Location: dubai

Category: other-general

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Jamjoom Pharma has in a very short span of time emerged, as one of the leading pharmaceutical companies in the Afrasia region. The geographical focus of the company is on countries in the Middle East, Africa and CIS regions. Strategic focus on selected therapeutic categories has contributed to the rapid growth, market acceptance and overall success of the company.

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Responsibilities

Field Coaching: On job field coaching for medical representatives to ensure implementation of skills and follow up of organizational strategy.

Manage Training & Development Process: Organize training venues, logistics, transport, accommodation as required to achieve efficient training attendance and delivery.

Training Delivery (In-class, Online, simulation...) for all needed skills in addition to orientation for the newly join employees.

Programs Communication, Training Schedule, Names assigned to each program, Pre-work when needed.

Coaching during the Role plays and training sessions.

Monitor and report on activities, performance, Training feedback to direct manager.

Traveling and deliver training in region based on training needs and cost effectiveness.

Organizational Team Development Develop positive atmosphere, attitude, morale, Teams spirit, discipline and commitment.

Training Evaluation Report medical representatives' performance during the training and recommend next coaching and training programs to close the performance Gap.

Qualifications

Pharmacist / MBA holder is preferable.

Minimum 3 years training experience.

Ability to design training content and create innovative learning solutions.

Good linguistic and Communications Skills.

IT literate especially MS office.

Mastery of selling and presentation skills.

Good interpersonal motivation and leadership skills.

Proficiency in English language, both written and verbal.

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