

Salvus d.o.o. is a young regional company involved in wholesale and marketing of Medicinal Products, Medical Devices, Dietary Supplements and Cosmetics. Driven by our commitment to patients, we bring innovative brands, products, services and solutions to people throughout the Region. Please visit www.salvushealth.com for more information.

MEDICAL SALES REPRESENTATIVE (M/F)

Location: Albania

A full-time temporary contract for 6 months with an option for contract prolongation.

Role Overview

Medical Sales Representative is the company's key contact with pharmacists and physicians (opinion leaders and prescribers). His/her mission is to achieve or exceed sales targets in the allocated region for the products assigned by the flawless implementation of strategies and tactics planned by marketing and sales as well as delivering face to face detail calls on required average call rate.

You will have the following areas of responsibility:

- Executing business plans and meeting sales goals.
- Implementing marketing strategies.
- To drive territory sales performance, market share and optimal resource utilization.
- To develop effective professional business relationships with customers that support delivery of business results.
- Providing relevant and up-to-date information and advice on designated products and therapeutic area.
- Organizing and conducting educations, meetings, presentations, round tables and symposia in a highly professional manner (leads discussions, answers questions – promoting product use and enhancing the company's image, as well).
- Qualifying, clarifying and handling customer objections.
- Actively and timely providing feedback to Marketing on the impact of promo materials and activities.
- Analysis of the potential customers within the allocated region.
- Monitoring and analysis of competitors and its specific activities.

We are looking for you, if you have:

- Acquired University degree (most preferably Faculty of Pharmacy).
- Native level of Albanian language and fluency in English (both written and spoken).
- Driving license.
- Computer literacy.
- Previous sales experience from the pharmaceutical industry is considered as a plus.
- Very good communication, presentation and negotiation skills.
- Proven track of building good relationships with customers.
- Dynamic and driven personality.

In return, we offer:

- An opportunity to be part of a fast growing regional company.
- A dynamic and inspiring working environment.
- Many opportunities to work on challenging projects and assignments.
- Possibilities for further personal as well as professional development.
- Motivating financial remuneration.

If you are interested in this role and you fulfill the requirements set above, do not hesitate to send us your CV and cover letter in English via application E-mail: info@salvushealth.com