



## Medical Representative (TM,AR,HD,CS)

### Key accountabilities:

- To permanently ensure the achievement and exceeding of sales targets in the allocated area for the products in the portfolio, by implementing agreed strategies;
- To keep and successfully develop relationships with the important clients, according to the business plan and the strategy applied;
- To ensure the loyalty of important clients and opinion leaders in the field for Zentiva portfolio;
- To organize and run business meetings with decision factors and opinion leaders for the facilitation of bidirectional communication;
- To provide analyses of market quotas for the commercial policies of the competitors and to propose proper strategies.

### Job requirements:

- University Degree (Medical/Pharmaceutical represents an advantage)
- Proven experience in sales/ promotion of pharmaceutical products (urology & rheumatology represents an advantage)
- In-depth knowledge of sales techniques
- Negotiation and presentation skills
- Team spirit
- Time-management
- Result-orientation
- Characteristics: Responsible, Fast, Inclusive, Connected, Creative (solution oriented), Lean/ optimization mind set
- Driving license (B category)

Please send your application or recommendations to [cariereromania@zentiva.com](mailto:cariereromania@zentiva.com) until **14<sup>th</sup> of May 2021 included**.

