



Medical Representative (Bucharest)

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;
- 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).

Other details:

- Fixed – term employment for 1 year.

Please send your application or recommendations to cariereromania@zentiva.com until 10th of August 2021 included.

