

JOB OPPORTUNITY

A local distributor is looking for a competitive Pharmaceutical Sales Representative who can thrive in a fast-paced business environment. The Pharmaceutical Sales Representative will act as the key link between our company and Healthcare Professionals.

As a Pharmaceutical Sales Representative, your goal is to increase the visibility and awareness of our company's pharmaceutical products and maximize sales growth.



Responsibilities

- Liaise with and persuade targeted doctors to prescribe our products utilizing effective selling skills and performing cost-benefit analysis.
- Developing an in-depth understanding of our pharmaceutical products.
- Provide product information and deliver product samples.
- Attend sales meetings, conference calls, training sessions and symposium circuits.
- Work with sales team to develop strategies and implement brand strategies to ensure a consistent marketing message.
- Monitor and analyze data and market conditions to identify competitive advantage.
- Keep accurate records and documentation for reporting and feedback.
- Pursue continuous learning and professional development and stay up to date with latest medical data.
- Keeping abreast of new developments in the medical field to determine the effect of such developments on the company's business strategies.
- Responsible for the territories Curaçao and Aruba

Requirements

- Proven work experience as a Pharmaceutical Sales Representative, preferably in the Ophthalmological field.
- Familiarity with databases, statistics, product lines and latest medical issues
- Proficiency in Dutch, Papiamentu, English and Spanish, business level proficiency in Spanish is a must.
- Knowledge of MS Office
- Excellent communication, negotiation, and sales skills
- Highly motivated and target driven with a proven track record in sales.
- Strong organizational and time management skills
- Bachelor's degree in nursing, pharmacy, life sciences, or related field.
- Valid driver's license and own transportation
- Persuasive and resilient
- Ability to work in a team.
- Willing and able to travel for work.

To apply for this position, please email your motivation letter and resume before Monday July 26th, 2021, to:

job.sales.curacao@gmail.com