



# LABOREX KENYA LTD

eurapharma.com

## INTERNAL /EXTERNAL VACANCY

**POSITION: - MEDICAL REPRESENTATIVE**

**REF: - MR/01/2018/DP**

We seek to recruit one (1) Professional Medical Representative to promote pharmaceutical products for Denk Pharma to be based in Nairobi with occasional outstation travels. The successful candidate will report to the Country Supervisor with the following specifications:-

### KEY RESPONSIBILITIES

- Identify and segment doctors with country manager and supervisor
- Consult and inform physicians about Denk Pharma products
- Generate prescriptions
- Plan and conduct trainings, meetings and social events with prescribers and key opinion leaders (KOL's)
- Conduct check-up days with clients
- Collect relevant information on products, prices, competitors, prescribers and relays feedback to the company
- Collaborate closely with pharmacy representative
- Responsible for assigned territory in accordance with sales and promotional plans to attain or exceed sales and unit volume objectives
- Comply with reporting systems, work plans and operates within assigned budgets to maximize sales and to establish effective sales administration systems
- Build Denk Pharma image among the key opinion leaders
- Manage detailing & product discussions with doctors, retail audits and monitors distribution system.

### KEY PERFORMANCE INDICATORS

- Increase in sales.
- Achievement of sales target.
- Listing of products in Hospital formulary.
- Execution of marketing plan.
- Maintenance and building of strong customer relationships.

## **THE PERSON**

- Technically proficient to detail products to Physicians and Pharmacists
- Good communication & interpersonal skills.
- Determined and dynamic
- Excellent networking skills
- Team player

## **QUALIFICATIONS**

- Relevant science background (Bachelor of Science, Bachelor of Pharmacy, Bachelor of Science in Nursing).
- Working experience in the pharmaceutical industry will be an added advantage.
- Your qualifications should be in line with the PPB requirement of a Medical Representative.

## **APPLICATION PROCEDURE**

Email your CV and a cover letter on why you think you are suitable for the job to:  
[hr@laborex-kenya.com](mailto:hr@laborex-kenya.com)

Please note:

- Only selected candidates will be contacted
- Selected candidates will be contacted by phone
- No phone call will be attended to
- Please quote the reference with your application
- Deadline for sending application is **17<sup>th</sup> January, 2018.**