

Field Force Manager (m/f)

GALENIKA a.d. is one of the biggest and most successful pharmaceutical companies in the region, operating more than 70 years.

We recognize, appreciate and reward focus on result achievement and toward sustainable development of company. Our employees are supported in their career achievements.

You will have opportunity to be part of large and dynamic system, and have chance to widen your knowledge and develop capabilities surrounded with top experts and professionals from various areas. If you recognize yourself as a part of our team, we are inviting you to apply for following position:

Field Force Manager

If you are communicative, cooperative, team player and result oriented, than this job should be right for you!

MAIN TASKS AND RESPONSIBILITIES

- Responsible for the supervision and leadership of Pharmaceutical Sales Representatives within assigned geography/district;
- Performing mutual visits with MR's to assigned doctors / pharmacists;
- Reporting on MR team engagement and realization of planned activities
- Develops and implements strategic plans for the District;
- Monitor progress in meeting established objectives;
- Continuously communicating with upper management ensuring sales objectives are met
- Ensure optimum coverage of all customers and potential customers;
- Defining and setting sales targets for medical representatives in his team;
- Responsible for territorial organization of MR team members
- Provide adequate training, coaching, follow-up and development of sales representatives in all phases of their work including career development;
- Cooperating with marketing team to improve brand positioning across different territories

REQUIREMENTS

- Minimum 3 years of experience, preferably in an international company;
- University degree in Medicine/Pharmacy or Dentistry;
- Driving license - B category, active driver;
- Fluent in English (written and spoken)

Our company offers equal opportunity to all candidates and our policies are strictly non - discriminating. We appreciate your interest in our company. Please note that only short-listed

candidates will be contacted.

You can apply via option PRIJAVI SE NA OGLAS.

Lokacija: Bosna i Hercegovina

Datum objave: 22. Mar 2021.

Datum isteka: 06. Apr 2021.