



OTTOBAUTHENTIC

Let's Talk... we're looking for:

Medical Sales Representative (Devices & Products)

Nelspruit, Mpumalanga

Salary: R30–40kpm CTC

Role:

- Our client, in Nelspruit has a vacancy for a Sales Representative.

Qualifications & Skills

- 2-3 years' experience (including theatre) in a sales role in a multi-national, multi-cultural environment is essential.
- Paramedical background an advantage.
- CRICE Certificate will be an advantage.
- Knowledge and aptitude for medical devices or Healthcare Sector a preference.
- Good command of verbal and written English language is essential.
- Strong written & verbal communication skills.
- Microsoft Excel, Power Point and word proficiency
- Excellent interpersonal & customer relationships skills.
- Attention to detail and ability to complete progress reports according to company standards.
- Ability to demonstrate good presentation and training skills.
- Have a valid driver's license, reliable own motor vehicle for daily work and maintenance of vehicle.
- Lift and carry a moderate number of materials and supplies

Responsibilities **will include (but are not limited to) the following:**

- Engage with existing and potential customer base (Pain Specialists, Orthopaedic Surgeons, Spine Surgeons, Neurosurgeons, Radiologists, Anaesthetists, Nephrologists, ICU & Ward Nurses, Theatre & Scrub Sisters, Pharmacy Managers, Stock Controllers, Key Opinion Leaders.
- HoDs in Public Sector hospitals, other appropriate decision makers/stakeholders on different levels in line with the company expectations.
- Drive sales effort through effective planning, scheduling and conducting ongoing sales visits and product training presentations in the field with follow up visits, and other appropriate actions (sampling, hands on training etc.) to generate orders.
- Work in the Theatre to support HCPs with medical device products used from the client
- Supply hospitals, physicians, clinical and home-care staff with current product information, catalogues and samples.
- Exhibit at local professional/medical meetings to develop new customer leads and follow up on these leads.
- Comply with defined administrative responsibilities including but not limited to CRM, call logs, field activity reports, Market Action Plans, device vigilance, forecasting, quotations, complaint handling and management of territory expenses
- Adhere to all Company policies & procedures, systems, rules, procedures and housekeeping standards.

Benefits:

- It's a small company that sells unique medical devices & products with a national footprint.
- Territory: Nelspruit - Mpumalanga, Swaziland & Mozambique
- Basic Salary, they provide a petrol and debit card to cover fuel and work-related expenses. Medical aid and Pension fund for candidates own account.
- Commission: Monthly commission calculated 2% paid for actual sales achieved vs Budget. $\geq 100\%$. Targets: individualised per territory

Kindly note: If you have not heard from us within 7 working days, your application was unsuccessful.

FULL JOB SPEC available on request.

How to Apply: Please submit your resume to: elsa@ottobauthentic.co.za and use the job title as the subject.