

Job Specification: Medical Sales Representative

Area: GAUTENG

Reference: GPSR002

Logan Medical & Surgical searching for a Sales Representative/Field Marketer with expertise knowledge in the medical field.

This position is responsible for accelerating growth within the Gauteng region, as well as surrounding provinces. Sales activities may include but are not limited to; travelling and to hospitals and clinics to perform marketing activities, engaging with doctors, nurses, theatre staff, infection control staff, CSSD staff, OPD staff, SCM staff, conducting product workshops, cultivating business partnerships with key decision makers and driving market share.

Responsibilities:

Business Acumen

- Implement strategies to maximize market share within territory
- Analyses sales and marketing data to determine viable opportunities
- Nurture existing relationships with key decision makers to accelerate growth in Logan Medical's products
- Generate new relationships with key decision makers and end-users
- Understand dynamics of customers, including all key decision makers & end-users with the ability to connect all moving parts
- Must understand challenges and opportunities of the customer that continually push the business forward
- Must have experience calling on hospitals as well understanding and engaging supply-chain relationships and general hospital processes
- Pre-existing relationships with persons in state and private hospitals and clinics is preferred

Commercial

- Perform product training
- Increase sales volume of surgical/medical products by implementing sales and marketing plans
- Quickly establish product evaluations within accounts to lead to initial orders.
- Drive strategies and activities that will further penetrate new accounts
- Work in conjunction with Logan Medical's sales and marketing teams to maximize business development
- Implement workshops/in-service training with clients with a goal of building relationships and expanding on the clients' knowledge and awareness of the product lines
- Remain aware of trends and developments within industry
- Basic knowledge of internal operations (i.e. sales, logistics, administration)
- Be able to travel into surrounding provinces

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Administrative

- Provide sales forecasting
- Capable of reporting on activities carried through an electronic platform
- Submit all reports and administrative tasks accurately and on time

Minimum Qualifications:

- Experience calling on Hospitals is mandatory.
- Bachelor's degree from an accredited college or university in health sciences/marketing (or related) is mandatory
- At least 3 years sales experience within the medical field is mandatory
- Valid driver's license.
- Proven sales track record
- Proven problem-solving and self-managing skills
- Excellent people skills are critical
- Willingness to travel throughout specified territory
- Excellent written and verbal communications skills
- Ability to plan and organize time, schedules, and paperwork.
- Proficient with Email and MS Word, Excel and PowerPoint
- Effective use of company resources
- Incumbent must have experience in detailing surgical/medical products as outlined in Annexure A of this Job Specification.

Employee benefits

- Vehicle provided with petrol allowance
- Cell phone provided with cellular allowance
- Training by employer
- Year-end bonus based on performance

Additional Information

Logan Medical believes in equal opportunity; therefore, we are committed to inclusion and diversity. We take affirmative action to ensure equal opportunity for all applicants without regard to race, colour, religion, sex, sexual orientation, gender identity, national origin, disability, or other legally protected characteristics

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Logan Medical at glance

Logan Medical and Surgical is the premier health care company providing hospitals, practitioners and wholesalers with the finest quality healthcare products. We manufacture, source and supply a wide range of products in the Medical, Surgical and Pharmaceutical sectors.

Our vision: To distinguish ourselves as leaders in providing quality healthcare products and to improve the effectiveness and efficiency of today's challenging medical and surgical practices.

Our team: Logan Medical currently employs over 100 people. The quality of our employees is the linchpin to satisfied customers. We therefore ensure that a tremendous amount of resources is invested in the selection, development, training and evaluation of our employees.

If you are interested in this position, please email your CV to: hr@loganmed.co.za



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Annexure A:

LMS Product Range

- Wound Care
- Drapes (disposable)
- Orthopaedic Care
- Sterilization Consumables
- Infection Prevention
- Theatre Consumables
- Lancing Devices
- General PPE
- Gynaecology, Obstetric Nursery & Infertility
- Walking Aids and Assistive Devices
- Respiratory Aids
- ECG
- Needles and Syringes
- Endoscopy
- Hygienic Products
- Surgical consumables