

	TITLE	REFERENCE
	JOB DESCRIPTION Medical Representative	JD
		V.01 JANUARY 2024
		PAGE 1 / 2

Department	Commercial
Location	Ghana (Accra)

<p>The company:</p> <p>Tridem Pharma, Fosun Pharma’s Business Unit for Africa and Middle East is a leading company whose business covers all key sectors of the healthcare industry value chain worldwide. Tridem Pharma has a strong presence in Africa through a transnational distribution network in 30+ countries. Tridem Pharma’s expertise covers all services (Distribution, Promotion, RA, Institutional Market & Tenders) for third-parties willing to address Africa Market. With a strong position in Pharma Industry, Tridem is currently looking for dynamic individual to join their field force team in Ghana</p>
<p>General Mission:</p> <p>Achieve the assigned territory sales budget with successful implementation of Tridem-Pharma strategies and Go to Market product pipeline. Be responsible for sales, engaging stakeholders and demand generation for product in assigned territory.</p>
<p>Responsibilities</p> <p>Being the first contact person in your assigned territory, you will drive market demand for our products and need to be able to:</p> <ul style="list-style-type: none"> Identify, build and maintaining key customers for Tridem products within your territory Organise appointments and meetings with customers Conduct visits to assigned customers to effectively sell the value of Tridem products using company generated promotional materials. Monitor competitor activity Gather Market insight and intelligence to relate with the market and therapy area Identify and direct KOL relations in your assigned territory Deliver relevant sales education to customers via approved internal means and materials. Negotiate and generate orders for Tridem products in your territory. Ensure all sales activities are carried out via company approved guidelines Support specific, agreed internal promotion programs Keep records of all Sales activities with distributors and sub-distributors Prioritize all sales meetings, seminars and trainings to align priorities of the role. Perform any other roles assigned by management

	TITLE	REFERENCE
	JOB DESCRIPTION Medical Representative	JD
		V.01 JANUARY 2024
		PAGE 2 / 2

Skills and Qualifications <ul style="list-style-type: none"> • Autonomy, very good negotiation & communication skills • Good understanding of Pharma market in Ghana and analytical skills • Great team player and create solutions • Identify opportunities for business growth • Good knowledge of competition landscape and quick win opportunities
Education and Work Experience <ul style="list-style-type: none"> • Pharmacy degree or Bachelor’s degree and above in medical, biological, or life science related background • At least 2 years’ experience in sales and marketing, product management • Established contact network to the target customer segment. • Ability to engage high-level KOLs and convince them of product benefits • Ability to travel will be required. • Skillful in computer Office software

If interested kindly send CV to sa.opuni@tridem-pharma.com

Closing date for application **15th January 2024**