

Pharmaceutical Sales Executives

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Company: FFP International Search

Location: United Kingdom

Category: other-general

Pharmaceutical Sales Executives – Part time flexible hours Home based – Various Territories available in the South and North of England Do you have demonstrable experience and success in selling competitive pharmaceutical products into NHS Hospitals and understand the principles of marketing pharmaceuticals (rules and regulations)? Our client, a specialty pharmaceutical company focused on supplying the UK NHS and Independent hospitals with Better Critical Care Medicines. Working in the Commercial Team, you will be responsible for selling a portfolio to:

- Procurement/purchasing pharmacists/purchasing technician
- Surgical /theatre pharmacists
- Operating Department Practitioners
- Endoscopy Units Nurses, Nurse Managers

They are looking for three individuals to sell into the regions of the North West England including Sheffield, Lancashire, Cheshire and Yorkshire. Duties include:

- Meeting target customers face to face as well as engaging with them by phone and Teams/Zoom to deliver an approved selling story.
- Accountable for achieving sales budget for selected products by convincing hospitals to switch from current products.
- Responsible for assigned territory and achieving agreed activity targets e.g., contact rates and meticulous addition of customer call information onto company database across several product lines.
- Proactively seek and develop sales opportunities to drive growth in the targeted hospitals.
- Initiate, develop and support relationships with relevant key customer groups, where necessary linking different people in target hospitals.
- Represent the company in a professional manner in line with company ethos, supplying Better Essential Medicines.
- Comply with applicable Medical Devices Regulations, Medicinal Product promotion codes and Company Health and Safety procedures.

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