

Game Changing Moves Everyday



Medical Representative

Reporting to: Sales Manager/ National Sales Manager
Location: Southern, Northern, Central Region

(January 2018)

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We're inspired by the things that seem impossible. Here, we see the impact of our collective ideas and expertise, and the power of science to deliver them.

We're focused on the potential of science to address the unmet needs of patients around the world. We commit to those areas where we think we can really change the course of medicine and bring big new ideas to life.

Making the impossible a reality can mean taking a chance on an idea and investing in our exceptional capacity for innovation and discovery. We champion trying new things, and we nurture a test and learn culture that means we are always progressing close to our goals.

AstraZeneca is one of the world's most exciting bio-pharmaceutical companies. From scientists to sales, lab techs to legal, we're on a mission to turn ideas into life-changing medicines that improve patients' lives and benefit society. We're constantly moving forward as a company – agile and purposeful in our work.

Who we are

We need great people who share our passion for science and have the drive and determination to meet the unmet needs of patients around the world. If you're swift to action, confident to lead, willing to collaborate, and curious about what science can do, then you're our kind of person. We bring new kinds of teams together across business areas and geographies, to pursue discoveries beyond imagining.

Your team at AstraZeneca is made up of a global network of individuals from our business as well as the wider scientific world.

We continuously forge partnerships that help pursue world-class medicines in new ways, combining our people's exceptional skills with those of people from all over the globe.

We're stronger because of our network of teams across the globe. We're constantly learning and developing through the collaboration and communication between our people and a wide field of experts.

Culture

Working on a strong pipeline means so much more than producing innovative, groundbreaking medicines.

It allows AstraZeneca people to be part of long-term development programs with the variety that comes from working at the leading edge of science and technology.

We explore innovations and confront challenges that others won't, in order to have a greater impact on patients' lives.

We're proud of our pipeline – It's not only changing the face of our industry for good, it's transforming the careers of our people. We're committed to a culture of continuous learning and people development so everyone at AstraZeneca can grow and thrive.

Values

Each and every one of us believes that science has the ability to change lives and that to deliver this takes many people with many skill sets. When we deliver a life-changing medicine, that success comes from the combined efforts of all of our people.

Our science lives beyond our labs – our global perspective means we use talent and expertise from all over the world to make our medicines a success.

Our mission is ambitious and it takes the skills of a collaborative team to really deliver on what science can do.

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What is the opportunity?

Purpose

Positively influence customers' prescribing behaviour to achieve sales targets. Develop territory and build strong customer relationships with the objective of maximizing sales volume and market share of designated products on a given territory

Main Responsibilities

Sales Achievement

- Effectively implement sales strategy and tactics, plan of action (POA) in accordance with company policies
- Regularly monitor territory's sales performance to initiate appropriate actions to ensure performance is in line with objectives
- Facilitate enlistment of newly launched and key products in hospitals and clinics by planned date

Territory Business Planning

- Conduct analysis of market/competitors to identify territory business opportunities
- Develop territory Business Plan based on POA and allocate resources (e.g. call activities, budget), for optimal sales impact
- Monitor territory business plan to ensure resources are directed to customers of greatest potential
- Participate in promotional activity programs to increase product awareness in the market

Customer Focus and Service

- Update territory customer segmentation classification, database and call records continuously
- Deliver key promotional messages within approved detail aids and in line with POA
- Build trust and credibility with customers by demonstrating professionalism acting within the AZ Code of Conduct
- Check stock and advise on customer inventories
- Explore and expand new customer base in line with SFE guidelines

Reporting/ Administration

- Submit Monthly reports commenting on deviations from Business Plan and intended actions to align performance with objectives
- Ensure punctual delivery of reports/ synchronization of ETMS Veeva

Personal Development

- Develop behaviours leading to enhanced effectiveness as outlined in MR Competency definitions
- Identify areas for self-development and discuss developmental needs with FLSM
- Attend & actively participate in sales meetings, product and sales training

Essential Requirements

- Diploma, Degree, Masters in any field, preferably science-related
- No experience required, although sales background specifically in Pharmaceutical will be highly regarded.

AstraZeneca is an equal opportunity employer. AstraZeneca will consider all qualified applicants for employment without discrimination on grounds of disability, sex or sexual orientation, pregnancy or maternity leave status, race or national or ethnic origin, age, religion or belief, gender identity or re-assignment, marital or civil partnership status, protected veteran status (if applicable) or any other characteristic protected by law. AstraZeneca only employs individuals with the right to work in the country/ies where the role is advertised.