

Austell Job Profile

Job Holder	
Job Title	Pharmacy Premium Sales Representative
Business Unit	Austell, Sales Department
Geographic Location	
Name & Title of Direct Superior	Regional Sales Coach
Number of Immediate Subordinates/ Direct Reports	None

Main Purpose of Job
<p>We're looking for a results-driven Sales Representative with excellent interpersonal skills to actively seek out and engage customer prospects.</p> <ul style="list-style-type: none"> • Selling scheduled products and services using solid arguments to prospective customers • Performing cost-benefit analyses of existing and potential customers • Engaging with customers on a commercial level on product support • Maintaining positive business relationships to ensure future sales

Key Performance Area (Core essential responsibilities-outputs of position)	
1	<p>Job Duties:</p> <ul style="list-style-type: none"> • Present, promote and sell products/services using solid commercial arguments to existing and prospective customers • Perform cost-benefit and needs analysis of existing/potential customers to meet their needs • Establish, develop and maintain positive business and customer relationships • Reach out to high potential unallocated customers • Expedite the resolution of customer problems and complaints to maximize satisfaction • Achieve agreed upon sales targets and outcomes within schedule • Coordinate sales effort with team members and other departments • Analyse the territory/market's potential, track sales and status reports • Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services. • Keep abreast of best practices and promotional trends • Continuously improve through feedback
2	<p>Daily & Periodic Duties:</p> <ul style="list-style-type: none"> • Attend daily huddle meetings • Execution of daily 4Dx lead measures • Deliver daily sales goals • Daily system compliance on Repwise, Power BI, Smartsheet, Sweet process (SOP) • Attend weekly accountability meeting • Submit weekly 4Dx results • Submit weekly route planner • Attend monthly accountability meeting • Submit monthly business review report • Submit monthly country trip planning • Expense planning & management, • Deliver monthly 4Dx requirements • Deliver monthly sales target • Deliver quarterly sales goals & expectations • Attend half year cycle meetings & annual conference

3	Product Knowledge: <ul style="list-style-type: none"> • Updated product knowledge • Competitor knowledge • Market knowledge
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Minimum Requirements

EDUCATION

- Matric
- Bachelor's degree in business or a related field

EXPERIENCE.

- Rookie representative will be considered
- Proven work experience as a sales representative would be an advantage
- Excellent knowledge of MS Office
- Familiarity with Business relationship management (BRM) and Customer relationship management (CRM) practices along with ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales will be an advantage
- Excellent selling, negotiation and communication skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

SKILLS/PHYSICAL COMPETENCIES

- Repwise
- Power BI
- Smartsheet
- Sweet Process (SOP's)

BEHAVIOURAL QUALITIES

- Professional Attitude
- Goal Oriented and Ambitious
- Self-Motivated, Passionate and Accountable
- Strong & Effective Communicator
- Take Initiative & be resourceful
- Good Business Judgement & Acumen

General working conditions (e.g., shift work, drivers' license, specific tools, special clothing, environmental requirements, etc.)

- Motor Vehicle
- Driver's License
- Representative will be required to live in the same area that he/she will work in

Travel

The role holder will travel 90% of their time on a mixture of planned and ad-hoc business travel.

KPI Quality Standards

- Responsible for meeting monthly and quarterly sales targets
- Cover 100% of identified territory.
- Achieve 9 calls per day.
- Timeous, complete and accurate submission of reports and administrative duties.
- Minimum 85% pass rate on product knowledge tests quarterly
- RSM in field assessments on an ad hoc basis.

Approval

Manager		
	Signature	Date