

**EPPC Albania** on behalf of its client, an international pharmaceutical company, is currently recruiting a **Sales Manager**.

### Major responsibilities:

- Coordination and leading team of sales representatives;
- Execution of business plans and meeting the sales goals as well as implementation of sales plans and determining sales targets;
- Monitoring and analysis of sales representatives and communication with distributors as needed;
- Visits doctors, pharmacies, Key Opinion Leaders and other relevant parties to promote and present company portfolio products;
- Providing relevant and up-to-date information and advice on designated products and therapeutic area;
- Developing effective professional business relationships with customers that support delivery of business results;
- Development of education and development programs for sales representatives;
- Creation and implementation of marketing plan and fulfilling the target goals;
- Providing ideas and suggestions in order to improve marketing and sales activities;
- Actively and timely providing feedback to marketing on the impact of promo materials and activities;
- Organization and participation in educations, meetings, round tables, congresses and symposia in a highly professional manner;
- Other duties and obligations according to Company's needs and directions of the management.

### Requirements for this position are:

- Master degree on Health Science disciplines;
- **Proven work experience as a Sales Manager and a minimum of 3 year of experience in Commercial position in pharmaceutical industry;**
- Planning, Strategic thinking and problem-solving skills;
- Decision making skills and ability to work independently;
- **Fluent in English Language is a must;**
- Driving license.

### How to apply:

To apply for this opportunity, please fill your application at:

<https://aplikim.eppc.al>

You will be contacted only if your CV will be qualified.