

MEDICAL & PHARMACEUTICAL CAREERS

Application Specialist

- Assist the sales person by organising equipment trials, product demonstrations, training staff in correct use of equipment or organising trade displays of products

Sales Representative

- Promotion and sales of products to designated Hospitals/ Clinics/ Surgeons
- Territory Management to plan visits and call cycles

Product Specialist (Product Manager)

- Promotion of a specific medical product line
- Providing education, training, product demonstration and technical support to clients.
- Clients could include Hospital Specialists, Nursing Staff, Product Evaluation Committees and purchasing personnel.
- Identify business opportunities through tenders, cross-selling and competitor activity etc.

Sales Manager (Business Unit/ Sales & Marketing/ Country Manager)

- Oversee all NZ business operations
- Manage the NZ sales and marketing functions
- Maintain strategic business relationships
- Liaise with off shore head office

SCIENTIFIC

Products: Scientific consumables such as test tubes, pipettes; instrumentation; analytical machines e.g. HPLC, GCMS etc

Companies: NZ based global company, NZ owned distributor

Customer Services Representative

- Logistics support role involving mostly telephone contact with customers, handling product and order enquiries and data entry of orders via computer.

Marketing Assistant/ Sales Support

- Provide sales support material, brochures or sales results analysis to assist the Sales Reps
- Assist with coordinating company sales conferences, seminars, etc for the Product Specialists.

MEDICAL & PHARMACEUTICAL CAREERS

SALES

Application Specialist

- Assist the sales person by organising equipment trials, product demonstrations, training staff in correct use of equipment or organising trade displays of products

Technical Sales Representative

- Promotion, demonstration and support of scientific equipment and consumables.
- Clients could include Research Scientists, Industrial Scientists, Production Personnel and General Laboratory Staff.


ADMINISTRATION

A full range of administrative positions may be available from Sole Charge Office Manager, Personal Assistant and Accounts Assistant, full and part time.

In addition there may also be opportunities for Logistics Managers, Inventory Controllers and Warehouse staff

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PHARMACY

Products: Consumer goods, Natural Health, OTC (Over the Counter)

Companies: Pharmacy wholesalers, NZ manufacturers

Customer Services Representative

- Often outsourced to a third party distributor
- Logistics role involving telephone contact with customers, handling basic product and order enquiries and data entry of orders via computer.

Marketing/Sales Support

- Provide sales support material, brochures or sales results analysis to assist Sales Reps
- Admin relating to Banner Group pharmacy accounts, including pricing, sales reports, coordinating promo activities.

Key Account Manager

- Responsible for managing a key account relationship and joint business partnerships
- Develop sales strategies for the customer
- Manage promotional activities

Brand Manager

- Performing the marketing functions for products.
- Developing strategies, producing budgets, forecasts, designing of packaging, submitting proposals to regulatory bodies and working with Key Opinion Leaders in the industry.
- Will also include liaison with external suppliers

Sales Manager

- Lead and motivate the sales team to maximise results
- Participate in the development of promotional strategies and tactical plans
- Monitor and report sales and expense performance against budget

MEDICAL AND PHARMACEUTICAL CAREERS

PHARMACEUTICAL

Products: ethical pharmaceutical (requiring a prescription), Over the Counter (OTC or Pharmacist only), veterinary (animal health)

Companies: Multinational companies with head offices in NZ, Multinational companies with Sales office in NZ (H/O often in Australia), NZ owned research and manufacturing companies, NZ importers of generic medicines

Customer Services Representative

- Often outsourced to third party distributors.
- Logistics role involving telephone contact with customers, handling basic product and order enquiries and data entry of orders via computer.

Marketing Assistant/ Sales Support

- Provide sales support material, brochures or sales results analysis to assist Sales Reps
- Booking flights and accommodation for Sales Reps
- Coordinating company sales conferences, seminars, etc for the Sales and Marketing teams.

SALES

Pharmacy Sales Representative (OTC Rep)

- Plan and manage your territory calling on Pharmacists to promote your company's products
- Attend Pharmacy related Trade Shows
- Monitor and analyse buying patterns and potential business opportunities

GP Sales Representative (Medical Rep, Territory Manager)

- Calling on mainly General Practitioners but possibly also Pharmacies and some Specialists.
- Presenting information and benefits to ensure prescribing of a particular pharmaceutical medication.
- Some small group presentations may be involved.
- Will involve regular travel out of town as well as attending conferences and sales meetings.

Hospital Representative (Hospital Specialist)

- Calling on Hospital Specialists, Medical Registrars and other medical staff possibly including Pharmacy, Purchasing departments and Product Evaluation Committees.
- Developing close relationships with customers and providing detailed technical information on medications.

MEDICAL AND PHARMACEUTICAL CAREERS

- Group presentations and educational sessions are also involved.
- One week's travel every three weeks is likely.

Sales Manager

- Lead and motivate the sales team to maximise results
- Participate in the development of promotional strategies and tactical plans
- Monitor and report sales and expense performance against budget

MARKETING

Marketing Associate

- Support role to a Product Manager or Marketing Manager.
- May involve collection and analysis of sales data, providing support to the sales team and organisation of meetings.

Product Manager (Brand Manager)

- Performing the marketing functions for products.
- Developing strategies, producing budgets, forecasts, designing of packaging, submitting proposals to regulatory bodies and working with Key Opinion Leaders in the industry.
- Will also include liaison with external suppliers

Marketing Manager

- Marketing a clinical range of products
- Involved in strategic planning, sales forecasts, budgets and inventory management
- Develop Key opinion leader relationships
- PHARMAC negotiations

REGULATORY

Regulatory Affairs Associate

- Assist Regulatory Affairs Manager with Regulatory projects and maintain database

Regulatory Affairs Manager

- Evaluation and preparation of documents for submission to NZ regulatory bodies for the registration of new and/or changed medicines.
- Controlled drugs licensing and stock control
- Quality Assurance on labelling and marketing communications
- Evaluating manufacturing dossiers to ensure compliance with NZ regulations
- Responding to customer complaints

MEDICAL AND PHARMACEUTICAL CAREERS

Clinical Research Associate

- Identify and qualify clinical trial sites
- Recruit and train medical staff to assist in the trial
- Collate and review study results and documents
- Monitor study to ensure compliance protocols

Medical Information

- Technical advisory role within companies.
- Answer technical enquiries from medical professionals, Government Health Agencies, and patients along with colleagues
- Technical training of staff within the organisation.

MEDICAL

Products: Can include consumables e.g. gloves, bandages, surgical instruments, surgical implants/ devices, capital equipment, biomedical products

Companies: Multinational companies with head offices in NZ, Multinational companies with H/O in Australia, NZ Distributors of various agencies.

Customer Services Representative

- Logistics support role involving mostly telephone contact with customers, handling product and order enquiries via phone, email and fax, order data entry.
- Can also involve Sales Support duties as below in addition to general office and reception duties.

Marketing Assistant/ Sales Support

- Assisting sales representatives by providing sales support material, brochures or sales results analysis
- Assist with coordinating company sales conferences, seminars, etc for the Product Specialists.
- Overseeing company website updates and sometimes working with WAND for regulatory searches

SALES

Sales Associate

- Entry level sales role working with Territory Manager.
- Co-ordination of stocks, liaison with customers

Clinical Nurse Educator

- Educate hospital professionals/surgeons and other health related institutions such as medical schools or Technical Institutes
- Support Sales Team by providing educational sessions on key products and attending conferences