

VACANCY

Date: 23.12.2024

Company description:

Next Biosciences is a biotech company combining medicine, science and technology to create innovative products and services, empowering you to invest in and take personal ownership of your future health. Next Biosciences is proud of the values with which it conducts business. It has and will continue to uphold the highest levels of business ethics and personal integrity in all types of transactions and interactions.

Position: Biologics Sales Consultant

Reports To: Biologics Product Manager

Location: Midrand

Job Summary:

Next Biosciences require a Biologics Sales Consultant to build and nurture relationships with existing key healthcare professionals (HCPs), specifically Ophthalmologists, Wound Care Practitioners and Periodontists.

Minimum required qualifications:

- BSC Degree or Nursing degree/diploma
- Minimum 1-2 years infield Sales Consultant experience in a medical related field
- Preferred – pre-existing relationships with HCPs

Skills required for the position:

- Excellent communication and relationship-building skills
- Strong organisational skills with meticulous attention to detail
- Self-motivated with the ability to work independently and proactively
- Keen analytical skills to track return on investment and make informed decisions

Key requirements:

- *Product Knowledge:* Develop a deep understanding of the Biologics products and services offered by Next Biosciences. Stay up-to-date with the latest advancements, competitors and trends in the industry.
- *Relationship Building:* Establish and maintain strong relationships with targeted Healthcare Professionals (HCP), Ophthalmologists, Wound Care Practitioners and Periodontists where applicable at targeted hospitals, clinics, and practices. Regularly communicate with HCPs to understand their requirements and provide personalised solutions.
- *Sales and Marketing Strategies:* Develop and implement effective sales and marketing strategies to promote Biologics products and services. Collaborate with the team and line manager to create compelling materials, presentations, and campaigns.
- *Collaboration:* Work with the line manager to identify key HCPs in the Biologics space, secure meetings, and ensure visibility of our product portfolio. Monitor and manage marketing materials to align with product marketing strategies.
- *Consultative Selling:* Utilise a consultative approach in sales interactions, understanding the unique challenges faced by each HCP and offering tailored solutions.
- *Product Presentations and Demonstrations:* Conduct product presentations and demonstrations for HCPs, providing comprehensive information and addressing any questions or concerns.
- *Market Research:* Continuously conduct market research to identify trends, competitor activities, and emerging opportunities. Use market insights to tailor your sales approach and stay ahead in the market.
- *Sales Targets:* Work towards achieving or exceeding sales targets set by the company. Monitor sales performance and take corrective actions as necessary to meet goals.
- *Training and Support:* Provide in-service training to hospital staff on relevant wards and theatres on products promoted.
- *Customer Service:* Offer exceptional customer service by promptly addressing any issues or concerns raised by HCPs. Maintain open lines of communication to ensure customer satisfaction and build long-term relationships.

- *Reporting and Analysis:* Maintain accurate records of sales activities, customer interactions, and market feedback. Prepare regular reports and analysis for management to evaluate performance and identify areas for improvement.
- *Event Participation:* Attend industry conferences, seminars, and events to network with potential clients, stay informed about industry developments, and represent the company. Participate in the Biologics inter-departmental meetings to ensure input from commercial regions.
- *Travel Requirements:* Travel locally to call on HCPs in regions within and outside South Africa.

Compensation:

Market related

Link to apply:

<https://www.surveymonkey.com/r/NT2FGT3>

Closing date for applications:

31 January 2025