

JOB VACANCY

Marketing Representative (Experienced: 1, Fresher: 2)

Purpose

As a representative you should be able to entertain customers and sell the products, which includes Laboratory Equipments, Reagents and consumables to a variety of customers including Microbiology Lab technicians, QC Managers, Laboratory in charge, Pharmacists, Doctors, Purchase department, etc. Smart Work in order to able to sell the product is the job of a representative.

Job Description

- ✓ In any setting, the process of selling involves contacting potential customers, identifying their needs, persuading them that your products or services (rather than those of competitors) can best satisfy those needs; closing the sale by agreeing the terms and conditions; and providing an after-sales service. As a medical sales representative, you'll be responsible for all of these and more
- ✓ Arranging appointments with Lab managers, QC managers, pharmacists and hospital medical teams, which may include pre-arranged appointments or regular 'cold' calling
- ✓ Building and maintaining positive working relationships with medical staff and supporting administrative staff
- ✓ Regularly attending company meetings, technical data presentations and briefings
- ✓ Monitoring Competitors activity and reporting it accordingly.
- ✓ Visit in and outside the valley as per requirement.

Education and Experience

The career option is open for freshers as well as experienced personals. The following options are preferable.

- ✓ BSc, Microbiology
- ✓ Life Science
- ✓ Pharmacy
- ✓ **A 2 wheeler driving license is a must.**

Key Competencies

- ✓ Excellent Communication Skills
- ✓ Good in dealing new people with utter ease
- ✓ Confidence and persistence
- ✓ Analytical and Planning Skills
- ✓ Strong Team work and networking skills
- ✓ Smart Dressing and a professional appearance
- ✓ There will be good amount of travelling involved.

Salary and Benefits

- ✓ Salary is negotiable.
- ✓ Can get performance related benefits.
- ✓ Can get additional benefits like company bike and laptop for official use.

Working Hours:

- ✓ Working hour is 9.30 to 6.00 pm, six days a week.
- ✓ Longer working hours are applicable as per requirement.

How to apply

- ✓ Email your CVs at : hr@shyamtrading.net; info@shyamtrading.net;
- ✓ Selected candidates will be given a call for interview.

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