



**KOTRA
PHARMA**

At Kotra Pharma, we believe that everyone deserves a healthier tomorrow. It's every individual's right to live a healthy life to the fullest, and thus, we are committed to bring top-notch health products to the world. By humanising healthcare, we see beyond instruments and medicines for the general well-being of everyone. If you want to make a difference in this industry, begin with us.



**Sales Manager
(Based in Bangsar
South)**

Key Responsibilities:

- * To coach a team of subordinates and to promote Kotra range of products to doctors and pharmacists.
- * To build and maintain good rapport with doctors, nurses and key personnel.
- * Constantly provide feedback to the Marketing Department to develop compelling detailing/ marketing material.
- * Provide regular feedback to National Sales Manager on customer contact highlights and propose appropriate action where applicable.

Job Specifications:

- * Minimum Degree in Science / Business field of study
- * Minimum 3 years in sales or promotion of Ethical products to clinics/pharmacies/hospitals
- * Experienced in leading a team with good track record of performance achievement
- * Possess good communication skills both verbal and written coupled with good planning and analytical skills
- * Fluent in English & Malay
- * Leadership & Planning Skills
- * Computer literate with good knowledge of Microsoft Office application
- * Aggressive, independent, result oriented and a team player
- * Self Motivated & Self Disciplined
- * Possess own car and willing to travel within Malaysia.

<p>Pharmaceutical Executive – Primary Care</p>	<p><u>Key Responsibilities:</u></p> <ul style="list-style-type: none"> * To promote prescription drugs to clinics and pharmacy outlets. * To develop new market for new product launch. * To build and maintain good rapport with doctors, nurses and key personnel. <p><u>Job Specifications:</u></p> <ul style="list-style-type: none"> * Sales and promotion of prescription medication, Axcel and Vaxcel, to clinic and pharmacy outlets. * Develop new market opportunities, and organize medical talks. * Maintain good relationship with doctors, pharmacies and nurses. * Below 35 years of age. * Minimum Diploma in sciences or its equivalent Pharmacists and nurses are encouraged to apply. * Preferable 2 to 3 years of pharmaceutical sales experience, but fresh graduates are encouraged to apply as training will be provided. * Good command of English and Bahasa Malaysia. * Good communication skill and inter-personal skill. * Goal-oriented, self-motivation and disciplined in planning sales call. * Possess own car and willing to travel within Malaysia.
<p>Pharmaceutical Executive – Hospital Sector</p> <p>(All sales above positions are based in Bangsar South, Sabah & Sarawak)</p>	<p><u>Key Responsibilities:</u></p> <ul style="list-style-type: none"> * To promote prescription drugs to hospital doctors or pharmacists. * To build and maintain good rapport with key hospital personnel. To organize and implement “talk” for hospital doctors or pharmacist. <p><u>Job Specifications:</u></p> <ul style="list-style-type: none"> * Sales and promotion of prescription medication, Axcel and Vaxcel, to clinic and pharmacy outlets. * Develop new market opportunities, and organize medical talks. * Maintain good relationship with doctors, pharmacies and nurses. * Below 35 years of age. * Minimum Diploma in sciences or its equivalent Pharmacists and nurses are encouraged to apply. * Preferable 2 to 3 years of pharmaceutical sales experience, but fresh graduates are encouraged to apply as training will be provided. * Good command of English and Bahasa Malaysia. * Good communication skill and inter-personal skill. * Goal-oriented, self-motivation and disciplined in planning sales call. * Possess own car and willing to travel within Malaysia.

<p>Product Manager – Paediatric & Gastroenterology</p> <p>(Based in Bangsar South)</p>	<p><u>Key Responsibilities:</u></p> <ul style="list-style-type: none"> * Develop and implement the marketing plan for Kotra’s Axcel & Vaxcel range as assigned by the company in ensuring that the products and marketing effort support the company’s overall strategy and goal. * Manage assigned products throughout the lifecycle, gathering and prioritizing products and customers requirements and defining the product vision * Conduct Product Training to sales force and new sales recruits – both on and off the field training * Planning, executing & monitoring monthly promotional strategies * Sales & stock forecast for the therapeutics classes assigned * Manage the Effort Priority Plan within agreed budget, in order to maximize sales & marketing effectiveness investments * Assist in new product development * Work closely with the sales team to deliver effective communication of products to the customers * Build and maintain contact with key customers, key opinion leaders, medical professional bodies and ministry * Continuously review competitors’ move and respond as necessary to sustain competitive advantage * Designing visual aids & writing detail aids to support sales force effort * Designing advertisements and writing advertorials * Identify symposia and trade exhibition to participate * Act as a leader within the company * Assist on other therapeutic classes when the need arises <p><u>Job Specifications:</u></p> <ul style="list-style-type: none"> * Possess good communication skills both verbal and written coupled with good analytical skills * Computer literate with good knowledge in Microsoft Words, Excel and Power Point * Independent, result oriented and a team player * Self-Motivated & Discipline * Good knowledge of the customer environment i.e. GPs, Pharmacies, Private Hospitals, Government Hospitals and Institutions * Possess own car and willing to travel within Malaysia
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Interested candidates are encouraged to apply. Kindly send your resume to:

Recruitment, Human Resource Department

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