



**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 Independent Pharmacy and General Trade.
- To build and maintain good rapport with 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:

- Degree in relevant discipline.
- Minimum 3 years experience in Sales supervisory position
- Minimum 3 years experience in similar industry
- Good understanding of local General Trade & Independent Pharmacy market.
- Good communication skills
- Strong Leadership skills
- Self-motivated and able to work independently.
- Strong analytical and execution skills.
- Possess own transport and willing to travel

Sales & Marketing (OTC/Consumer Division)

<p>Product Specialist</p>	<p><u>Key Responsibilities:</u></p> <ul style="list-style-type: none">• To develop and promote a wide range of OTC products (Nutrition and Health Supplements) to the Health Care Professionals (HCPs) with effective medical marketing efforts and sales.• To develop and organize marketing activities to achieve sales objectives• To build and maintain good rapport with the Healthcare Professional (HCPs) and Key Opinion Leaders (KOLS).• To manage and monitor give budget and expensive efficiently. <p><u>Job Specifications:</u></p> <ul style="list-style-type: none">• Degree in Sciences or related discipline. Applicant with Nutrition background will be an added advantage.• Fresh graduates are encouraged to apply.• Good command of English and Bahasa Malaysia.• Possess strong planning and good interpersonal skill.• Self-motivated and well-disciplined.• Possess own transport and willing to travel.
<p>Sales Representative/ Senior Sales Representative</p>	<p><u>Key Responsibilities:</u></p> <ul style="list-style-type: none">• Ensure smooth implementation for all promotion plans to meet the sales target, objectives, corporate's vision and mission• Managing all the account receivable in his/her territory.• Increase distribution point for existing & new products.• Execute, monitor and constantly feedback on promotional activities.• To ensure the market information & competitor's activities are reported to the management• Manage & monitor trade returns according to the company's return policy.• To ensure all the trade customers in his/her territory being visited and attended to within the required call rate.• Seek opportunity by engaging potential customers in his/her territory to grow the channel business.• To ensure Kotra Pharma's products availability, presentation & merchandised according to Merchandizing Guide• To address customer's queries or issues, if any.• Compliant to SOP set by management. <p><u>Job Specifications:</u></p> <ul style="list-style-type: none">• Min SPM or those with relevant experience may also be considered.• Possess own transport and valid driving license (Class D)• At least 1 year (s) of working experience in sales is required for this position.• Experienced in healthcare industry is an added advantage.• Able to write and speak in English and Bahasa Melayu. Those able to converse in Chinese will have added advantage• Computer literate is preferable

<p>Product Manager</p>	<p><u>Part A – Job Description</u></p> <ul style="list-style-type: none">• To responsible for the product planning and execution throughout the product lifecycle, including gathering and prioritizing product and customer requirements, defining the product vision, and working closely with respective departments to continue the company growth in OTC/Consumer business towards business goal.• Achievement of sales growth targets and effective management of A&P budgets• Brand Communications & Activation• New Product Development/Innovation Projects• Supporting role in International Business• Supporting Training Department <p><u>Part B – Job Specification</u></p> <ul style="list-style-type: none">• Degree in International Business/Marketing, Business Management or related disciplines.• Science or Nutrition background will be an added advantage• Minimum 3 to 5 years product/brand management experiences in FMCG, OTC or Pharmaceutical industry• Strong ownership and result-oriented with a sense of urgency.• Self-motivated and self-discipline• Independent and a team player.• Good communication skills both verbal and written coupled with good analytical skills.• Well-versed in Microsoft Office Applications.• Possess own transport and willing to travel
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Interested candidates are encouraged to apply. Kindly send your resume to:

Human Resource Department (Sales & Marketing Office)

Kotra Pharma (M) Sdn Bhd (90082-v)

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Or

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