



**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.



<p><b>Sales Manager (Based in Bangsar South)</b></p>	<p><b><u>Key Responsibilities:</u></b></p> <ul style="list-style-type: none"><li>* To coach a team of subordinates and to promote Kotra range of products to doctors and pharmacists.</li><li>* To build and maintain good rapport with doctors, nurses and key personnel.</li><li>* Constantly provide feedback to the Marketing Department to develop compelling detailing/ marketing material.</li><li>* Provide regular feedback to National Sales Manager on customer contact highlights and propose appropriate action where applicable.</li></ul> <p><b><u>Job Specifications:</u></b></p> <ul style="list-style-type: none"><li>* Minimum Degree in Science / Business field of study</li><li>* Minimum 3 years in sales or promotion of Ethical products to clinics/pharmacies/hospitals</li><li>* Experienced in leading a team with good track record of performance achievement</li><li>* Possess good communication skills both verbal and written coupled with good planning and analytical skills</li><li>* Fluent in English &amp; Malay</li><li>* Leadership &amp; Planning Skills</li><li>* Computer literate with good knowledge of Microsoft Office application</li><li>* Aggressive, independent, result oriented and a team player</li><li>* Self Motivated &amp; Self Disciplined</li><li>* Possess own car and willing to travel within Malaysia.</li></ul>
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<p><b>Pharmaceutical Executive – Primary Care</b></p>	<p><b><u>Key Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>* To promote prescription drugs to clinics and pharmacy outlets.</li> <li>* To develop new market for new product launch.</li> <li>* To build and maintain good rapport with doctors, nurses and key personnel.</li> </ul> <p><b><u>Job Specifications:</u></b></p> <ul style="list-style-type: none"> <li>* Sales and promotion of prescription medication, Axcel and Vaxcel, to clinic and pharmacy outlets.</li> <li>* Develop new market opportunities, and organize medical talks.</li> <li>* Maintain good relationship with doctors, pharmacies and nurses.</li> <li>* Below 35 years of age.</li> <li>* Minimum Diploma in sciences or its equivalent Pharmacists and nurses are encouraged to apply.</li> <li>* Preferable 2 to 3 years of pharmaceutical sales experience, but fresh graduates are encouraged to apply as training will be provided.</li> <li>* Good command of English and Bahasa Malaysia.</li> <li>* Good communication skill and inter-personal skill.</li> <li>* Goal-oriented, self-motivation and disciplined in planning sales call.</li> <li>* Possess own car and willing to travel within Malaysia.</li> </ul>
<p><b>Pharmaceutical Executive – Hospital Sector</b></p>	<p><b><u>Key Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>* To promote prescription drugs to hospital doctors or pharmacists.</li> <li>* To build and maintain good rapport with key hospital personnel. To organize and implement “talk” for hospital doctors or pharmacist.</li> </ul> <p><b><u>Job Specifications:</u></b></p> <ul style="list-style-type: none"> <li>* Sales and promotion of prescription medication, Axcel and Vaxcel, to clinic and pharmacy outlets.</li> <li>* Develop new market opportunities, and organize medical talks.</li> <li>* Maintain good relationship with doctors, pharmacies and nurses.</li> <li>* Below 35 years of age.</li> <li>* Minimum Diploma in sciences or its equivalent Pharmacists and nurses are encouraged to apply.</li> <li>* Preferable 2 to 3 years of pharmaceutical sales experience, but fresh graduates are encouraged to apply as training will be provided.</li> <li>* Good command of English and Bahasa Malaysia.</li> <li>* Good communication skill and inter-personal skill.</li> <li>* Goal-oriented, self-motivation and disciplined in planning sales call.</li> <li>* Possess own car and willing to travel within Malaysia.</li> </ul>

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

**Recruitment, Human Resource Department**

**Kotra Pharma (M) Sdn Bhd** (90082-V)

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Unit 35-01, Level 35, Tower A  
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Or

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