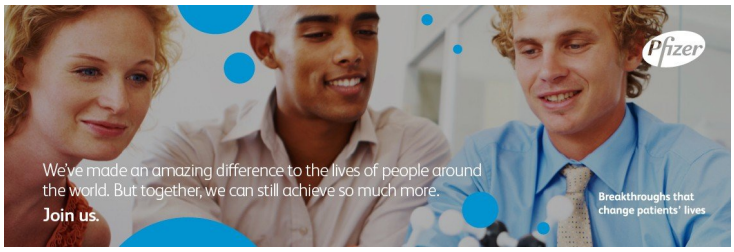
BioSpectrum the business of Bio & Health Sciences ASIA EDITION

Job Alert: Product Specialist at Pfizer ,Thailand

July 8, 2021 | News

To be on the front-line of the Ã¢â?¬Å?valueÃ¢â?¬Â• chain: beyond product information to doctor target group To be the point person: will have to explain, inform, and engage physicians



Apply now !

To be on the front-line of the “value” chain: beyond product information to doctor target group To be the point person: will have to explain, inform, and engage physicians with product information align with drug position and marketing strategy and send key message Professional in products and disease knowledge To maximize sales of product portfolio within the area To attend training and education programs and participating in marketing activities To act in accordance with the Pfizer Values, Leader Behaviors, GPIHP/FCPA and PReMA code To represent more than Sales (i.e., products); they will have to represent the entire organization – not only offer Pfizer products and services to the doctor and the pharmacist, but also engage the medical community on external challenges to help Pfizer best serve the patient.

Specific Duties and Responsibilities:

Selling and detailing :

- Conclude sales and issue orders to ZPL via POES (handheld)
- Check customers’ inventory, review report ZPG 840 (Daily Invoice)
- Settle goods returned for customers (within 30 days) and keep updated record of expired products especially short expired products
- Map out hospital listing plan and implement accordingly
- Handle free goods for hospital listing (goods delivered by Distributor)
- Update price on the system
- Monitor sales status in responsible areas

Daily plan and record call visit detail (cover company KPI, record call feed back and follow up last call, revise previous sale and plan to improve) Prioritize customers (prescribing style of doctors, number of patients in hand, reimbursement or universal coverage (UC) or social security scheme (SSS), S4 etc.) Prepare, implement and review business plan Fieldwork with DSM/GDSM Attend hospitals’ bidding with DSM/GDSM Participate in marketing activities: booth exhibitions, symposiums, etc. Comply with Pfizer’s business conducts, GPIHP/FCPA guidelines and PReMA Codes of Sales and Marketing Practices in all activities, including all undertakings related to expenditure Reporting (weekly and monthly report of competitors’ activities and comment)

Principle Working Relationships

Regional Sales Manager Group District Sales Manager District Sales Manager Key Account Executives and Key Account Manager Others Therapeutic Sales Representatives/Product Specialists Field Force Effectiveness Managers Product Managers Commercial Operations (Sale admin team and Zuellig) Customers (doctors, pharmacists, nurses, purchasers)

Essential Requirements

Education: Bachelor's degree in pharmacy or related field

Experience: 4-5 years of selling experience in pharmaceutical field or new graduate

Others: MRAP Accreditation

Pfizer is an equal opportunity employer and complies with all applicable equal employment opportunity legislation in each jurisdiction in which it operates.

Apply now!