

WE ARE HIRING!

JOIN OUR TEAM

Venpac Healthcare (A Pharma Division of Velanutrion)

**APPLY
NOW!**

Send your resume at: info@velanutra.com

Or Contact on this number : **9419166723**

We are looking for a Young and Dynamic Individual with a Strong Marketing Attitude and who is ready to face challenges with confidence. The candidate will be launching our Brands of different divisions in the market. Pharmacy/Science Graduate below 23 years of age or below 25 years with relevant Pharma Experience may apply.

Position Available

- **Position:** Medical Representative
- **No. of Positions:** 01 (HQ:Jammu-Udhampur Region)
- **Type:** Sales/Field Work (Full-Time)
- **Experience:** 0-1 Year
- **Educational Background:** B.Pharm/D.Pharm/M.Pharm (Preferred), Bsc. Biotechnology ,Chemistry, etc. Graduates can also apply for this position

General Requirements

- The candidate should possess strong communication and interpersonal skills.
- Ability to build and maintain relationships with customers.
- Knowledge of the pharmaceutical industry and sales techniques would also be desirable.
- Should be able to work independently as well as part of a team, and have the drive and motivation to meet sales targets.
- Attention to detail, problem-solving skills, and the ability to handle rejection.

JOB DESCRIPTION

Velanutrition a DPIIT-recognized Indian Nutraceutical Company is launching its Pharmaceutical Division under the name of Venpac Healthcare. We are a New-Age Indian pharmaceutical company dedicated to improving healthcare and enhancing the well-being of individuals across the country. With a commitment to innovation and excellence, we market a wide range of high-quality pharmaceutical products that cater to various therapeutic areas. As we are expanding our operations, we are seeking a young, highly motivated, and dynamic Individual to join our sales team for Udhampur/Jammu Region.

+ Job Title and Overview

Job Title: Medical Representative (Executive)

As a Medical Representative, you will play a crucial role in promoting and selling our pharmaceutical products to healthcare professionals and institutions within a designated territory. You will be responsible for building strong relationships with doctors, pharmacists, hospitals, and clinics, providing them with accurate information about our products, and ensuring the achievement of sales targets.

+ Essential Job Functions

- Promote and sell our Brands to healthcare professionals and institutions within the assigned territory and effectively meet sales targets.
- Develop and maintain strong relationships with doctors, pharmacists, hospitals, clinics, and other healthcare professionals.
- Educate healthcare professionals about the benefits, features, and proper use of our products through detailed product presentations and demonstrations.
- Conduct regular visits to hospitals, clinics, and pharmacies to promote our products, answer queries, and address concerns.
- Formulate and execute strategies to increase product awareness and enhance brand visibility.
- Monitor market trends, competitor activities, and customer feedback to identify opportunities and adjust sales strategies accordingly.
- Provide accurate and timely reports on sales activities, market intelligence, and competitor insights to the sales manager.
- Collaborate with other departments to develop and implement effective sales strategies, promotional campaigns, and marketing initiatives.
- Ensure compliance with company policies, industry regulations, and ethical standards in all sales and promotional activities.
- Continuously update product knowledge and stay abreast of industry developments to effectively communicate product information to healthcare professionals.

+ Education and Skills

- Bachelor's degree in Pharmacy, Life Sciences, or a related field.
- Previous experience as a Medical Representative or in pharmaceutical sales is highly desirable.
- Strong communication and interpersonal skills to effectively engage with healthcare professionals.
- Ability to Handle Rejections and willingness to travel extensively within the assigned territory.
- Excellent presentation and negotiation skills.
- Self-motivated, result-oriented, and able to work independently with minimal supervision.
- Proven ability to build and maintain relationships with customers.
- Sound knowledge of the pharmaceutical industry, therapeutic areas, and medical terminology.
- Ability to analyze market trends, identify customer needs, and adapt sales strategies accordingly.
- Proficient in using different mobile/computer applications and softwares.

+ Working Conditions

- The job type will be a full-time field job.
- Candidate must possess his own vehicle and a valid driver's license

+ Compensation and Benefits

- Fuel compensation and daily allowances
- Opportunity to earn incentives and bonuses (after confirmation as a regular cadre of the company) depending upon your performance
- Other compensation and benefits will be shared with you afterwards.

Interested candidates are requested to share their Resume/CV on info@velanutra.com along with a cover letter. For any queries, Call/Whatsapp on 9419166723.