

POSITION VACANT

A leading Pharmaceutical Company is urgently in need of a qualified, hardworking and focus-driven person as;

MARKETING MANAGER

Reports to: Executive Chairman/MD

REQUIREMENTS/MINIMUM QUALIFICATION

- i. A good first degree in Business Administration (Marketing option) plus any professional qualification
- ii. Proven experience in marketing of pharmaceutical products
- iii. Proven experience in customer and market research
- iv. Strong leadership and consensus building skills, marketing management and strategic planning experience
- v. At least five (5) years experience in a Marketing Management position.
- vi. A first degree in Pharmacy would be an added advantage.

KEY RESPONSIBILITIES

1. Design innovative marketing strategy to develop sales in the organization.
2. Design marketing strategy to launch new products in the market to establish product as brand.
3. Design promotional strategies for all product lines
4. Control and monitor Medical and Sales Reps
5. Define individual territory for Marketing Personnel
6. Regularly visit customers to develop cordial business relation to enhance sales.
7. Undertake regular tour for joint field work to promote products, develop business and give guidance/direction and motivation to subordinates in other branches to boost sales
8. Check daily reports of Medical and Sales Reps with the help of tracking chart of customers and Hospitals to ensure full coverage of assigned territory and rectify any deficiencies, immediately.
9. Conduct weekly sales and review meeting of your team to analyzing implementation, weekly achievements, team focus and whether strategies are yielding results or not.
10. Schedule programmes of in house training and development for team as well as clinical presentation in all important Hospitals/Intuitions.
11. Develop integrity and harmony among team members without hurting their self respect
12. Report observation about products movement and Medical Representatives assessment to the Executive Chairman/MD. Any such reports must be based on facts and also with corrective measures to be implemented
13. Report to the Executive Chairman/MD or whomsoever is assigned on daily basis
14. Fully responsible for company sales and payments
15. Supervisory role over Technical head and other Administrative Office staff in the department
16. Perform any other duties assigned by the Executive Chairman/MD.

Compensation would be commensurate to qualification.

To apply, kindly send your CV and Cover Letter electronically to **NAA AMOFA** on naaamofa@gmail.com