

Job Vacancies: Sales Representatives (6)

About Abacus Pharma (A) Ltd

Abacus Pharma (A) Limited, a limited company duly registered under the laws of the United Republic of Tanzania, with registered offices in Dar es Salaam and branches across the country, manufactures, markets and distributes pharmaceuticals and specialized healthcare solutions across Tanzania and East Africa. At Abacus we provide a wide variety of pharmaceutical products for the local market at affordable prices and are now operational in Uganda, Tanzania, Rwanda, Burundi, Kenya and are working towards expanding to the rest of Africa to become the leading pharmaceutical distributor in Africa.

Abacus Tanzania has exciting job opportunities for suitably qualified individuals to join our Company the positions of **Sales Representatives (6)**.

Main purpose of the job

Sales Representative is responsible for promoting and selling the company's products. Customers may include FMCG Stores and DLDM's but not limited to established health care centers, Pharma wholesalers and Drug stores. This position reports directly to the Field Supervisor.

Key Responsibilities:

- Ensuring given sales targets are met on monthly basis;
- Organizing appointments and meetings with Pharma wholesalers, FMCG wholesalers, pharmacy and healthcare staff to sell or receive feedback about the products;
- Identifying and establishing new business opportunities to increase on the sales of the company;
- Negotiating good prices with customers for the company to sell them drugs;
- Demonstrating/presenting products to healthcare staff including FMCG wholesalers, Pharma wholesalers and Drug stores;
- Maintaining detailed records of drugs sold so that the information can be useful during business analysis;
- Attending and organizing trade exhibitions, conferences and meetings whenever called upon;
- Reviewing sales performance of some drugs and offering advice to management;
- Liquidating company's products in all pharmacies, Importers of Pharma products and FMCG centers;
- Preparation of weekly, monthly and quarterly for business consumption;
- Conducting quarterly survey on customer services' satisfactions for business consumption.
- Prepare and plan for promotional materials;
- Tour plans to promote all brands as may be signed;
- Regular visits and making phone call to the customers to build distinctive relationships and taking new sales orders on a daily basis and following up on delivery.

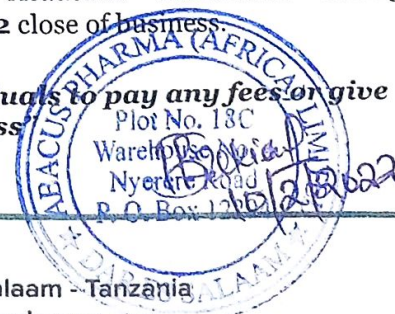
Qualifications:

- A Bachelor's degree/ Diploma in health sciences or any other related field;
- Minimum of two (2) years working experience as a Sales Representative in the pharma industry possessing individual customers' portfolio;
- Excellent planning and organization skills, Strong communication skills both verbal and written, Leadership skills, Customer service, Sales, Administration and Interpersonal skills;
- Proven Computer skills and strong knowledge of MS Office.

Mode of Applications:

Interested and qualified candidates are invited to submit CV & Academic Certificates through apltz.recruitment@abacuspharma.com by **Sunday, 20 February 2022** close of business.

"Abacus is an equal opportunity employer and do not ask individuals to pay any fees or give favours as part of the recruitment process"



"Committed to a healthier Africa"

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