

Sports Medicine Sales Rep.

Sales Activities

- Local Strategy Execution
 - Financial targeting of the region and following up its progress throughout a year
 - Taking care of daily business of distributors including managing inventory level, supplying, regulation and compliance
 - Building up new product introduction plan
 - Collaborating with ProfEd and Marketing to meet the qualitative and quantitative expectation of the company
 - Probing competitors' activities to know the market insight and dynamics
- Key Customer Management
 - Visiting key opinion leaders in the region regularly
 - Designing regional event and congress to get aligned with the company strategy
 - Introducing new and key solutions to the society
 - Tracing in-market sales to collect market share info

Channel Management

- Building good rapport with key distributors in the region
- Assessing existing distributor and finding alternatives if necessary
- Communicating with distributors in various issues and resolving them
- Executing improvement and upgrade plan in each channel

Job Requirements

- Recent graduate or 1~3 years of experience in healthcare industry
- Good communication skill with HCPs and distributors
- Basic computer skills especially Microsoft Office
- Willingness to travel in specific region
- Good work ethics

Guidelines for Applicants

- **전형 방법** : 1 차 서류전형
2 차 면접전형
- **제출 서류** : 국문/영문 이력서(연락 가능 전화번호 명기) - 각 1 통
국문/영문 자기소개서 - 각 1 통
(각종 증빙서류는 서류전형합격자에 한해 추후 제출)
** 파일명: SPM Sale Rep 지원자 000
- **접수 마감** : 채용 시 까지
- **접수 방법** : Recruitment.sn@smith-nephew.com