

GP Sales Representative - Nth Adelaide

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Company: Novo Nordisk A/S

Location: Adelaide

Category: other-general

Are you a self-motivated salesperson who is passionate about making a difference in improving the lives of people with obesity? Do you enjoy working in fast paced and dynamic role with a passion for driving sales and building relationships with healthcare professionals? If so, we have an exciting opportunity for you to join our high-performing team as a General Practitioner (GP) Sales Representative. Apply today for a life-changing career!

About the department

Novo Nordisk is a global healthcare company with 100 years of innovation and focuses on patients and our own people. This heritage has given us experience and capabilities that also enable us to help people defeat obesity, haemophilia, growth disorders and other serious chronic diseases.

As GP (General Practitioner) Sales Representative, you will join our high-performing Obesity sales team that promotes and/or sells Novo Nordisk products across multiple or non-specified channels in a designated territory. You will report directly to the State Sales Manager for South Australia (SA).

The position

In this role, you will be promoting the therapy area of Obesity to General Practitioners, Pharmacists, and nurses across North Adelaide region in the suburbs of Modbury, Prospect, Ingle Farm and the country territory of Darwin (8 visits per annum). You will enjoy variety, autonomy, strong working relationships with customers, analysing data sets and territory reporting to help manage your business.

You will be in charge of:

Ensuring territory sales by developing and executing a territory plan.

Conducting customer contacts and expanding the target group of customers.

Executing marketing strategies and conducting group presentations as well as monitoring competitors' activities and reporting directly.

Developing and executing a robust territory business plan leveraging face-to-face as well as digital engagements with HCPs/GPs to create a personalised omni-channel experience for our customers.

Working in accordance with business ethics procedures and local laws, as well as Novo Nordisk Way and policies.

Qualifications

Pharmaceutical sales experience, with a minimum of 2 years' GP sales experience and a minimum of 1 year in the pharmaceutical industry.

A proven track record of building and maintaining access to a network of healthcare professionals within pharmaceutical sales.

Completed a tertiary education, preferably in Life Sciences, Nursing, Paramedical, or Business field. Proficiency in Microsoft Office applications.

A valid driver's license and willingness to travel regularly.

Australian citizenship or a current residency Visa to live and work in Australia.

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