

Sales Representative

Promisia, the makers of the joint formula Arthrem are looking for 3 sales representatives to join an innovative, dynamic, science based team.

Arthrem is the largest selling product in Pharmacy in NZ and has been a recognized and trusted brand in New Zealand for 4 years.

The roles will be based in Auckland, Hamilton and Christchurch, and will be responsible for sales and education to Pharmacies in a specified territory.

About the Role

- Home office based role
- Training given on product, sales marketing and promotions
- Supportive and friendly team that includes marketing and telesales based in Wellington
- Reporting to the Sales and Operations Manager in Wellington
- A branded vehicle is provided

Duties

- Educate and work with pharmacy staff to drive direct recommendations to Pharmacy customers and ultimately maximize sales
- Achievement of sales targets and KPI's
- Assist with merchandising and visual displays/promotions
- Build long term relationships with Independent and Banner Group Pharmacies
- Maintain the customer data base using the company CRM
- Liaise and work with the Sales/Ops/Marketing Managers to build customer knowledge, future promotions and marketing projects

Skills and Experience

- Exceptional communication and interpersonal skills
- Be a motivated self-starter
- Experience of presenting to small groups (training)
- Competent in using a computer, Excel, Word, email and CRM software
- Sell through promotion – Maximizing placement, promotional opportunities and ranging
- Merchandising and visual displays
- Experience selling to Pharmacies, health/ similar retailers is an advantage

You will have a dynamic personality, confidence and excellent relationship building skills. You will need to be flexible as you will be required to travel out of town which includes overnight stays on your call cycles.

If this is you, please send your cover letter and CV to [Rene de Wit](#).