

CARE CHANGES
EVERYTHING.

Beiersdorf

HOME OF



Eucerin

Hansaplast

LA PRAIRIE
SWITZERLAND

CHANTECAILLE

MEDICAL REPRESENTATIVE

ABOUT BEIERSDORF

At Beiersdorf, we want to help people feel good about their skin – and our commitment goes far beyond caring for skin. For 140 years, we have developed innovative skin and body care products for well-known brands such as NIVEA, Eucerin, La Prairie, Hansaplast, and Labello. We act according to our purpose, WE CARE BEYOND SKIN, and take responsibility for our consumers, our employees, the environment and society.

Behind every brand, every product and every accomplishment are our more than 20,000 employees. It is for them that we live a culture of inclusion, respect and trust that is strongly aligned with our values CARE, COURAGE, SIMPLICITY and TRUST. We embrace diversity by valuing the uniqueness of each individual and being committed to equal opportunities for all.

RESPONSABILITIES

- Detailing, i.e. primarily seeking the awareness and endorsement of dermatologists, DOLs and pharmacists and PAs;
- Acquiring and permanently updating in-depth know-how on the medical background of the product portfolio in order to competently represent Beiersdorf;
- Informing the partners objectively, competently and truly about the benefits and background of Beiersdorf brands, mainly the derma portfolio;
- Representing Beiersdorf at dermatological and/or medical events (e.g. fairs) in cooperation with the Medical Manager and the Brand Manager;
- Providing and executing an efficient schedule for regularly visiting the partners according to their importance and their sales relevance;
- Daily cooperation with Brand Manager, Medical Manager, Key Account Manager and support to them whenever necessary and/or requested;
- Executing perfect visit standard tracked by matrix of competencies tool;
- Monitoring of the qualitative and quantitative results in each visited outlet and reporting on the findings to the Medical Manager;
- Scheduling, preparing and delivering regular training sessions to pharmacists and PAs and to other interest groups in close cooperation with the Medical Manager;
- Continuous monitoring and reporting on competitive activities;
- Regular reports business trips and daily activities by means of the relevant reports and expense reports.

KNOWLEDGE & EXPERIENCE

- Education: Medical related university degree, business related university degree with understanding of pharma business;
- Showing sound understanding of business-related topics;
- Digital skills: good MS-Office skills – Excel & PowerPoint; on-line platforms for meetings – Teams; social Media Understanding;
- Languages: good command of spoken and written English.

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ADDITIONAL INFORMATION

We embrace Diversity and Inclusion and are committed to providing equal opportunities to all of our applicants – regardless of race, gender, age, religion and beliefs, sexual orientation and gender identity, disability, cultural, ethnic or national origins. We would therefore kindly ask you to include only information and data in your documents which are relevant for the assessment of your application (e.g. curriculum vitae, salary expectations, relevant references and certificates) and encourage you to upload your CV without a picture.

JOB DETAILS

Contract Type: Unlimited / Full-Time
Country / City: Romania / Bukarest
Company: Beiersdorf Romania SRL
Job Function: Sales

