

# EQUITY

## PHARMACEUTICALS

### Position Available

Job Holder	
Job title	Business Unit Manager – Specialist Products
Business unit	Equity Pharmaceuticals
Geographic location	Irene – Gauteng
Direct line manager	Sales & Marketing Manager – Equity Pharmaceuticals
Number of immediate subordinates / reportees	Nil

Main Purpose of Job
To ensure that the business unit (Specialist Products) is meeting goals that contribute to the overall success of the company.
Key Performance Areas (Core responsibilities & outputs of the position)
<ul style="list-style-type: none"><li>• Preparing business plans for products and explore new business opportunities.</li><li>• Take ownership of budget and expenses of relevant products in the business unit.</li><li>• Preparing and implementing agreed business plans and action plans for which you will be responsible in all aspects as approved by management.</li><li>• Setting up and managing the products for which you're assigned to.</li><li>• Managing stock and providing a 24 month rolling forecast on all products in the business unit.</li><li>• To sell and promote to the targeted clients in both the private and public sectors in the designated areas.</li><li>• Responsible for achieving sales target as agreed on in financial year as approved by management.</li><li>• To be generally responsible for profit and loss of allocated products, preparing budgets and forecasts, plus rolling projections for the sales of the various designated products.</li><li>• To take charge of stock management, ordering and control functions.</li><li>• The coding of products and customer listings.</li><li>• To assist with the arranging and presentation of divisional/ activities/ conferences/ speakers/ programmes and other promotional events in the designated areas.</li><li>• Compiling and maintaining the database of all targeted clients with details of information pertinent to all cents on an ongoing basis.</li><li>• Organizing launch activities for new products.</li><li>• Keep up to date with market trends and new developments utilising information and business improvement in general.</li><li>• Personally liaising and visiting with Key Opinion Leaders and other customers that are crucial to the sales of your various products which fall in the business unit.</li><li>• Liaise with Representatives regarding implementation of strategies and have field visits with individual Representatives at least once per month (inland), once per month (coastal).</li><li>• Internal and external customer ongoing educational training and accreditation.</li><li>• To manage the affairs of the company in all aspects acting in the best interest of the business, comply with relevant acts, legal demands and ethical standards, as well as Clinigen Policies.</li></ul>

- Keep product knowledge and market intelligence up to competitive standards.
- To perform such duties as are assigned to you and mutually agreed upon by you from time to time by Executive Management.
- To use your best endeavours to promote and extend the business of Clinigen SA in a professional manner.

## Minimum Requirements

### EDUCATION

- 3-4 Year Diploma/ Degree.
- At least 4 years' experience in a similar role/ product and key account management role within generic pharmaceutical and hospital products or similar environment would be advantageous.

### ESSENTIAL

- Proficient in Microsoft Office suite (Excel, Word, etc), including experience with medical aid electronic platforms
- Valid driver's license with own vehicle

### BEHAVIOURAL QUALITIES REQUIRED

- Ability to analyse market data
- Sound financial understanding
- Attention to detail
- Assertive
- Strong communication and interpersonal skills
- Disciplined and deadline driven
- Sound time management skills
- Ability to work under pressure
- Able to use initiative and forward thinking
- Proactive approach

### **Application:**

If this role is of interest to you, please email your CV to [liezel@clinigen.co.za](mailto:liezel@clinigen.co.za).

Closing date for applications will be 11 March 2022.