

## **2) Qualifications:**

- Bachelor degree in Business Administration, Biology, Biomedical Engineering, Nursing or any other related field to medicine
- 1 to 2 years of sales experience in healthcare industry, medical devices industry are a plus.

## **3) Requirements:**

- Communication skills
- Sales/negotiation techniques
- Client focus
- Networking skills
- Teamwork
- Negotiation and influencing skills

## **1) Main responsibilities of Product Specialist:**

- Sell and promote high-end surgical solutions to public and private hospitals in the Kingdom of Saudi Arabia (KSA).
- Meet with existing and potential clients and HCP's (e.g., physicians, nurses, purchasing etc.) to identify their clinical needs, goals and constraints related to patient care and to discuss and demonstrate how our product portfolio can help them achieve their goals.
- Visit hospitals, Doctors, attend surgeries and meetings as necessary to build strong, ethical, and sustainable business relations with key OR Personnel to facilitate workflow inside the selected hospitals, assist them on daily basis on how to use the products in the most efficient way by performing continuous in-services in the OR
- Attend clinical procedures in labs and operating theatre in hospital accounts.
- Partner with Doctors to provide the best surgical solutions for patients.
- Establish productive, professional relationships with key personnel in assigned Healthcare establishments, and provide solutions for their needs.
- Present products to healthcare professionals across the region in hospitals through educational activities, congresses, symposiums etc.
- Organize training activities and deliver clinical training programs to Health Care Professionals as well as hospital staff (Nurses etc.).
- Identify new accounts and sales opportunities.
- Execute and follow through MSS sales and marketing strategy to increase market presence and market share in KSA.
- Coordinate evaluations of new products with healthcare professionals
- Monitor tender deliveries and work closely with MOH hospitals to increase consumption
- Monitor and analyze marketing data and channel to HOD and Marketing team.
- Negotiate prices, terms of sales, service agreements with clients ensuring sales maintain high margins.
- Compile and maintain a client database that includes appropriate client information and contacts on CRM or ERP.
- Respond to customer needs and complaints regarding products and service by developing creative and feasible solutions or working and collaborating with other departments to develop optimal solutions.
- Spend at least 95% of working time in the market
- Any other task or project related to sales or otherwise as requested by HOD and management.