

## Senior Medical Sales Representative, Prescription (Taipei Based)

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Company: Galderma

Location: Taiwan

Category: other-general

With a unique legacy in dermatology as well as decades of cutting-edge innovation, Galderma is the pure-play dermatology category leader, present in approximately 90 countries. We deliver an innovative, science-based portfolio of premium flagship brands and services that spans the full spectrum of the fast-growing dermatology market through Injectable Aesthetics, Dermo-cosmetics, and Therapeutic Dermatology. Since our foundation in 1981, we have dedicated our focus and passion to the human body's largest organ – the skin – meeting individual consumer and patient needs with superior outcomes in partnership with healthcare professionals. Because we understand that the skin we're in shapes our lives, we are advancing dermatology for every skin story.

We look for people who focus on getting results, embrace learning and bring a positive energy. They must combine initiative with a sense of teamwork and collaboration. Above all, they must be passionate about doing something meaningful for consumers, patients, and the healthcare professionals we serve every day. We aim to empower each employee and promote their personal growth while ensuring business needs are met now and into the future. Across our company, we embrace diversity and respect the dignity, privacy, and personal rights of every employee.

At Galderma, we actively give our teams reasons to believe in our bold ambition to become the leading dermatology company in the world. With us, you have the ultimate opportunity to gain new and challenging work experiences and create an unparalleled, direct impact.

Listing and promote prescription & skin care products to assigned customers (Hospital, Clinics,

Health Care Professional channels, etc.) in order to achieve territory plan objectives, in accordance with company policies.

### **Key Responsibilities**

Customer Strategy :Customer knowledge : Conduct customer assessment (Patient number, potential, profitability)

Transform the brand & channel strategy into customer strategy by defining action plan per customer (objectives, NPL, Assortment, promotion, merchandising, pricing, prescription)

Typically manages the multi level head office relationships with the customer,

Building long term strategic relationships with KOLs, Physicians (Dermatologist, Pediatricians) and Health Care Providers, etc.

Go beyond the numbers to find the real insight that will grow your brands with customers

Negotiating & builds a HP/GP agreement based on target achievement & counterparts (shelf size, assortments...)

Listing and HP bidding, organizing seminar and RTD

Deliver sales goals & targets, developing & executing annual customer plans

Ability to have strong Forecasting Accuracy : prepare sales forecast by customer according to action plan (promotional activity)

Developing & executing annual customer plans

Identifies business opportunities between different customer segments

Maintain the relationship with customers through the year

Requirement :

University degree (BS or Master) with medical or business major

Proficient with Microsoft Office, strong Excel & Powerpoint skills preferred.

Proficient English in writing and reading

At least 2 years sales experience of self-med products

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