



SHELYS PHARMACEUTICALS LTD.

DAR ES SALAAM, TANZANIA

PO BOX 31728

New Bagamoyo Road, Mwenge

Plot no 696, Block no 32

Dar es Salaam Tanzania

Shelys Pharmaceuticals Ltd, a member of the Aspen Group of Companies, is a leading pharmaceutical manufacturing company in East Africa.

We are seeking to recruit qualified and experienced individuals for the below positions:

1. VACANCY ANNOUNCEMENT: Medical Representative- 8 Posts.

Job Title: Medical Representative

Contract type & Duration: Full time

Department: Sales & Marketing

Reporting to: Regional Business Manager (RBM)

Closing Date: 24/07/2022

Job Description:

- meet the Doctors, Nurses and Pharmacists and detail the assigned company products, Doctors
- Calls should not be less than 12 calls /day.
- visit Pharmacies, Duka la dawa Muhimu (DLDM) and Medical stores, detail the products, collect orders and ensure timely delivery to customers – pharmacy calls should not be less than 8 calls/day.
- give market feedback on daily basis.

- Submit daily reports to RBM on daily Basis
- Submit Monthly coverage report to RBM on monthly basis
- Ensure timely submission of monthly expenses by 2nd of each month
- Ensure achievement of the monthly sales Budget as per given target

Work Experience Requirements:

- 3-5 years proven work experience as a Medical Representative or similar role
- Good knowledge of vendor sourcing practices (researching, evaluating and liaising with vendors)
- Hands-on experience with purchasing software
- Understanding of supply chain procedures
- Solid analytical skills, with the ability to create financial reports and conduct cost analyses

Education Requirements:

- Degree/ Diploma in Clinical, Pharmacy or related MS / BS.
- Technical / computer Knowledge.
- Bilingual(written and spoken) in English and Swahili a must

Skills Required:

- Negotiation skills
- Good communication skills
- Respond positively to change and actively facilitate change
- Ability to prioritize workload and meet deadlines.
- Ability to work on own initiative with team goals in focus
- Attention to detail and deadlines
- Creative and Solutions focused
- Strong IT skills
- Ability to interact with employees at all levels
- Teamwork
- Proactive
- Interest in the Pharmaceuticals Industry
- Ambition to grow within the role

Mandatory Training:

- Customer Care
- Microsoft courses
- Role E-Learning Mandatory Course

Remunerations: Attractive remuneration package in accordance with the company salary scale.

INTERESTED CANDIDATES TO FORWARD CVs to:

asinha@tzbetashelys.com

Nmwaipyana@tz.aspenpharma.com

Vsingh@ke.betashely.com

2. VACANCY ANNOUNCEMENT: Regional Business Manager (RBM) – 2 Posts

Job Title: Regional Business Manager (RBM) - Brand

Contract type & Duration: Full time

Department: Sales & Marketing

Reporting to: Brand Development Manager

Closing Date: 24/07/2022

Job Description:

- to achieve monthly budget as given targets
- to submit Annual sales budget based on corporate objective and review on monthly basis and submit monthly sales data on regular basis on General Manager Sales
- Review monthly/ 6 monthly/ yearly performance of area/HQ/Team
- To meet distributors for sales and collection in his area on daily basis
- To work with the team on daily basis and meet customers
- To Review performance of team/distributors on regular basis and report to management.
- To develop new areas in his/her territory
- To motivate the team to perform better and suggest to general manager Sales rewards/awards and promotion based on field team's periodic performance.
- To work with the team and develop good team and increase productivity of team area
- To organize CME/Chemist meets based on corporate requirement as directed by the company.
- Submit all relevant data to the company based on General Manager Sales directives.

Work Experience Requirements:

- At least 5 years proven work experience as an Executive Sales & Marketing in similar role

- Good knowledge of Sales and Marketing practices (researching, evaluating and liaising with Customers)
- Hands-on experience with Sales and Marketing software
- Understanding of Sales and Marketing procedures
- Solid analytical skills, with the ability to create financial reports and conduct cost analyses

Education Requirements:

- BS / MS. degree in Marketing / Business administration or a related field
- Technical / computer Knowledge.
- Bilingual(written and spoken) in English and Swahili a must

Skills Required:

- Negotiation skills
- Good communication skills
- Respond positively to change and actively facilitate change
- Ability to prioritize workload and meet deadlines.
- Ability to work on own initiative with team goals in focus
- Attention to detail and deadlines
- Creative and Solutions focused
- Strong IT skills
- Ability to interact with employees at all levels
- Teamwork
- Proactive
- Interest in the Pharmaceuticals Industry
- Ambition to grow within the role

Mandatory Training:

- Customer Care
- Microsoft courses
- Role E-Learning Mandatory Course

Remunerations: Attractive remuneration package in accordance with the company salary scale.

Please forward your updated CV and application to:

vsingh@ke.betashely.com

nmwaipyana@tz.aspenpharma.com

asinha@tzbetashelys.com

3. VACANCY ANNOUNCEMENT: Sales Representative – 2 Posts

Job Title: Sales Representative

Contract type & Duration: Full time

Department: Sales & Marketing

Reporting to: Country Manager / Regional Business Manager (RBM)

Closing Date: 24/07/2022

Job Description:

- To ensure achievement of monthly sales budget as per given targets
- To meet Customers – (Sub-Wholesale pharmacies/ Retail pharmacies/ Duka la dawa muhimu and medical stores),
- To book orders and ensure timely delivery to customers outlet Clls should not be less than 20 calls/days.
- To Give market feedback on daily basis to RBM/Country Manager
- To ensure timely submission of monthly expenses by 2nd of each month
- To submit all relevant data to the company based on RBM /Country Manager's directives
- Monitor stock levels and place orders as needed
- Coordinate with warehouse staff to ensure proper storage
- Communicate and liaise verbally and in writing with suppliers, customers and relevant staff

Work Experience Requirements:

- 3-5 years proven work experience as an Executive Procurement, Purchasing Agent or similar role
- Good knowledge of vendor sourcing practices (researching, evaluating and liaising with vendors)
- Hands-on experience with purchasing software
- Understanding of supply chain procedures
- Solid analytical skills, with the ability to create financial reports and conduct cost analyses

Education Requirements:

- Degree / Diploma in Marketing, Business Administration or related field.
- Technical / computer Knowledge.
- Bilingual(written and spoken) in English and Swahili a must

Skills Required:

- Negotiation skills
- Good communication skills
- Respond positively to change and actively facilitate change
- Ability to prioritize workload and meet deadlines.
- Ability to work on own initiative with team goals in focus
- Attention to detail and deadlines
- Creative and Solutions focused
- Strong IT skills
- Ability to interact with employees at all levels
- Teamwork
- Proactive
- Interest in the Pharmaceuticals Industry
- Ambition to grow within the role

Mandatory Training:

- Customer Care
- Microsoft courses
- Role E-Learning Mandatory Course

Remunerations: Attractive remuneration package in accordance with the company salary scale.

Please forward your updated CV on email ids below:

asinha@tzbetashelys.com

nmwaipyana@tz.aspenpharma.com

vsingh@ke.betashely.com