



*Kowa Pharmaceuticals  
America, Inc.*

<b>Job Title:</b>	<b>Pharmaceutical Sales Representative</b>
<b>Department:</b>	<b>Sales Department</b>
<b>Reports To:</b>	<b>District Manager</b>
<b>Revised Date:</b>	<b>3-17-10</b>

***Job Purpose:***

Serves customers by selling pharmaceutical products, develop and manage a territory to achieve the maximum sales goals and maintain profitable.

***Job Responsibilities:***

- Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential healthcare professionals.
- Analyzing reports, DDD data, target list and appropriate territory information to focus sales efforts.
- Submit activity and result reports, such as daily call reports, weekly work plans, and monthly and annual territory analysis to management.
- Monitor competition by gathering current marketplace information on pricing, products, new products
- Maintain professional technical knowledge by working with their District Managers regarding additional training and product knowledge
- Maintain up to date pre and post call records on customer sales
- Maintain current, approved protocol and company promotional materials to be used in sales presentations
- Maintain and monitor sample inventory with proper accountability and follow PDMA/FDA guidelines
- Manage territory, develop routing and call cycles
- Achieve expected call activity to target physicians and pharmacies with proper frequency
- Remain in compliance with Safety Guidelines.
- Remain in compliance with AMA/PhRMA/HIPPA guidelines
- Additional duties as assigned

### ***Experience and Skills:***

- BS degree or higher preferred
- Two or more years of sales experience preferred
- Knowledge of the pharmaceutical industry and pharmaceutical products is a plus
- Strong negotiation skills
- Excellent oral and written communication skills
- Ability to develop long term relationships
- Customer service skills
- Must possess a valid driver's license

*The information presented, while not an exact or exhaustive listing, describes the work, responsibilities and qualifications typically required of positions of employees in the job. A specific position description or employee performance plan may differ as long as it is consistent with the core responsibilities, standards and qualifications for that job.*