Sales Representative- Biodent

Multinational environment bringing solutions to dental and medical practice

Location: Beirut, Lebanon

Major: degree in Biology, Chemistry, Medical Laboratory Sciences, Business administration, or any related field

Experience: 1-2 years of field force experience in the Dental, Medical or Pharmaceutical areas

Major Responsibilities:

– Sell Biodent 's dental products and solutions to private dental clinics, hospitals, Universities, and Imaging centers across Lebanon.
– Influence Health Care Practitioners attitude and behavior.
– Build strong relationship to targeted HCPs and KOLs
– Visit/call the HCPs in Dental clinics, Hospitals, Universities, Imaging centers to establish strong scientific based relationship and position our dental and imaging solutions as preferred and first choice solutions.
– Convince HCPs to choose our solutions as their first choice, using the appropriate level of scientific based relationship argumentation and relationship development.
– Ensure all doctors receive the right message, information, and clinical studies.
– Illustrate the benefits of our solutions to the HCPs.
– Achieve targets as set with the unit head in accordance with the company's annual sales plan.
– Share with colleagues, market information and experiences necessary to promote team success.
– Maintain an elevated level and up-to-date knowledge about all the products and about competitive products and activities in the market.
– Understand and respond to competitive activities and initiate and recommend actions to counter-act these to protect our market position.
– Follow up customer queries/complaints.
– Conduct seminars and detailing product education activities.
– Help to run seminars/events.
– Attend and participate in internal meetings as required.

Additional Requirements:

– Fluency in English, French is a plus
– Valid driving license and car

How to Apply:
Kindly send your CV or contact the Career Services Center, E-mail: career.services@balamand.edu.lb, Ext. 7801; 7802