

Job Title	Pharma, Food and Industry Account Manager
Reports to	Pharma, Food and Industry Sales Manager

Job Description

We are looking to recruit a high calibre, ambitious individual to maximise new sales opportunities whilst maintaining & growing our current client base within pharmaceutical, food and industrial customers in the assigned territory.

Medical Supply Company

Medical Supply Company was established in 1971 and is an Irish owned Company. We are ISO9001 accredited and distribute laboratory products to Research, Diagnostic and Industrial laboratories. Medical Supply Company is one of the largest laboratory supply companies in Ireland and has 10 sales representatives, all educated to PhD, MSc or degree level. We have 9 service engineers trained to support the equipment we supply. Medical Supply Company offers service, maintenance and IT support for all products sold.

We are...

A highly-motivated team of excellent people to work with (all ex-scientists!)

We have...

A collaborative approach across our Clinical/Life Science/Pharmaceutical and Service sales teams.

World-class brands

Job Responsibilities

The successful candidate will plan, organize, and execute the company's direct sales function in Ireland, prospecting for new customers as well as developing and maintaining rapport with existing clients in the assigned territory. Duties will include:

- Develop and maintain relationships with key accounts.
- Business Development for new brands across multiple disciplines.
- Promote products/MSD brand throughout Ireland.
- Meet call rotation for all assigned accounts.
- Maintain professional and technical knowledge by attending supplier training, reviewing professional publications, establishing personal networks, etc.

Role will be based from the MSD Dublin office; however, consideration will be given to exceptional candidates based elsewhere within the territory.

Requirements

- Qualification (NFQ Level 8 or above) in biological sciences, chemistry, food science or related.
- Full clean driving licence
- Current passport and willingness to travel abroad for product training
- Excellent IT skills
- Knowledge in laboratory/medical equipment is desirable but not a necessity
- Good communication and interpersonal skills
- Ability to work independently, be self-motivated, and manage own workload

Salary and benefits

Negotiable depending on experience. Benefits include car, PC, iPhone, contribution towards group health insurance and pension schemes, and target-driven bonus

Training

The successful candidate will receive industry-leading sales training as well as technical training in all relevant product lines

Apply for this role

Please apply directly on our website www.medical-supply.ie/job-opportunities/