

SALES REPRESENTATIVE

A. Company Introduction:

B. Braun Vietnam, a subsidiary of B. Braun Melsungen AG Group - one of the world's leading manufacturers of medical devices and pharmaceutical products and services - now operates one of the largest medical complex in Vietnam and has become a prestigious trademark in Vietnam healthcare market. With more than 1,400 employees nationwide, we develop high quality “made in Vietnam” products, especially our infusion solutions, dialysis solutions and plastic medical instruments have widely been used and appreciated in international and domestic markets. Every service provided by B. Braun Vietnam incorporates the entirety of our knowledge and skills, the company's deep understanding of users' needs and extensive expertise.

Our mission is to PROTECT and IMPROVE the health of people around the world. Let's become a part of the B. Braun family and share your expertise.

www.bbraun.com.vn

B. Job responsibilities:

The position holder will demonstrate accountability for consulting company's products to customers and selling products to hospitals, pharma companies and pharmacies.

- Approach the customers and making good relationship with all appointed customers
- Set up and manage customer's profile, develop potential customers
- Advice, Introduce & sell B.Braun products in Pharma and Medical division to customers
- Responsible for develop and implement new sales and marketing strategies
- Prepare all necessary documents for tender (if any)
- Follow up and push for payment
- Secure orders in line with the sales budget of the company.
- Report all activities of the market relating to assigned product lines.
- Conduct survey as request of marketing.
- Co-operate with other department for road-show (if any)
- Receive and handle all complaints from customer

C. Job requirements:

- Graduated from University, major in Medicine & Pharmacy
- Having experience of working as Medical/ Sales Representative is advantageous
- Good selling skill and able to deal with customers
- Good product knowledge (after being trained)
- Good command of English
- Excellent communication skill; good analytical and planning skill
- Able to work in team or work individually; good networking skill
- Hardworking, patient & self - motivated, high sense of responsibility, confident
- Commercial and business awareness

D. Strive for more...

Motivated and competent employees are our most important assets. We are committed to invest in our people, through continuous career development, on-the-job training and professional qualifications. The opportunities are endless at B. Braun as we are in a continuous growth phase. You can really drive your own career here and are trusted to do a fantastic job.

Whatever role you are in, you are in some way, shape or form contributing to protecting and improving the health of people around the world. We love to see that you genuinely make a difference.

E. How to apply

Please send your updated CV to: recruitment.vn@bbraun.com

F. For more information, please visit:

 www.bbraun.com.vn

 www.facebook.com/bbraunvn

 www.linkedin.com/in/bbraunvncareer/

Or contact our Hotline: +84 24 3357 1616 (Ext. 1129)

"Candidates are always welcome at B.Braun Vietnam. We are an equal opportunity employer and commit to ensure fairness and transparency during selection process as well as in your development later on with us".