

Helona

854 Marion Street, Unit 7
Winnipeg, Manitoba
R2J 0K4

Pharmaceutical Wholesale Manager (NOC: 0621) Middle East & North African Markets (MENA)

Number of Positions Available: 1

Term of Employment: Permanent Position, 35 hours per week - Overtime Available

Location of Work: Winnipeg, Manitoba

Wage: \$31.00 per Hour

Language Requirements: Fluent in both English and Arabic

Responsibilities

- Identify and interface with Middle-Eastern/Northern African prospects and clients
- Prepare and deliver product promotion programs directly to clients
- Present new pharmaceutical products and services to clients
- Lead a sales professional team to market products and services
- Develop new and maintain client and distributor relationships
- Overcome prospect/client objections in a professional manner
- Explain pharmaceutical custom regulations to clients in Arabic
- To be available on a Middle East time zone basis to deal with urgent client issues
- Willing and able to travel as required
- Provide progress reports to senior management

Qualifications

- Fluent in Arabic and English
- Minimum 4 years' of experience in international pharmaceutical marketing
- Minimum post-secondary university degree
- Proven management skills