**Job Description – Territory Sales Officer**

**Duties** often include: arranging appointments with doctors, pharmacists and hospital **medical** teams, which may include pre-arranged appointments or regular 'cold' calling; making presentations to doctors, practice staff and nurses in GP surgeries, hospital doctors and pharmacists in the retail sector.

This job is to promote and sell their company's products, whether that's pharmaceutical drugs or medical equipment. Customers can include doctors, nurses and pharmacists. The **TSO** will increase product awareness, answer queries, provide advice and introduce new products.

1. Organizing appointments and meetings with community- and hospital-based healthcare staff
2. Focusing on Primary & secondary sales
3. Identifying and establishing new business/KOLs
4. Maintaining good relationship with Distributors & stockiests
5. Demonstrating/detailing or presenting products to healthcare staff including doctors, nurses and pharmacists
6. Undertaking relevant research
7. Meeting both the business and scientific needs of healthcare professionals
8. Maintaining detailed records
9. Attending and organizing trade exhibitions, conferences and CMEs
10. Managing budgets
11. Reviewing sales performance
12. Writing reports and other documents

**Salary Details**

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| **Fresher** | **Salary Offered**  |
| B.Pharm  |  2.00 Lacs p.a. |
| D.Pharm  | 1.80 Lacs p.a. |