

V A C A N C Y

MEDICAL SALES REPRESENTATIVE:
(SANULAC DEDICATED)

X1 NORTHERN NAMIBIA

Reports to: Sanulac Commercial Manage

Job Purpose:
To be the first point educator to the healthcare provider of the SANULAC Nutritional brand within their territory. Responsible to oversee the sales functions of the SANULAC product portfolio across assigned territory, Northern Namibia from Otjiwarongo to Katima Mulilo(Bi-monthly). To be based in Rundu, Oshakati or Ondangwa

Duties & Responsibilities:

Healthcare provider education
- To educate the healthcare provider on the SANULAC Nutritional product portfolio.
- To discuss the SANULAC Nutritional product portfolio within the restrictions of the WHO Code
- of Marketing Breast Milk substitutes.
- Follow up with healthcare provider to gather feedback and questions regarding their
- experience with SANULAC Nutritional products and to provide ongoing customer support.
- Effective relationship management with internal and external customers and colleagues.
- Full coverage of Clinic Sisters, Private hospitals, Pharmacies, Paediatricians, Dieticians, and General Practitioners.
- Check and assist on stock status in trade.

Territory management

- Develop territory business plans for improved territory management.
- Adherence to the business rules i.e. call rate standard, logging of calls daily, call plan
- adherence etc.
- To effectively manage their customer database and stakeholder map within their allocated
- territory.
- Identify and unlock new business potential through the execution of strategies on tactical
- action plans across the territory.
- Conduct ongoing training to the healthcare provider.
- Attend regular team sales meetings, general meetings, and cycle meetings.
- Prepare a concise Month End report and Action plan report to their Regional Sales Manager.

Qualification and Experience:
- Matric/Grade 12
- Suitable tertiary qualification i.e. BSc Dietetics/Nutrition, B Cur or Health Sciences or Marketing/Sales qualification
- Minimum 3 years Detail Representative Experience, previous nutritional basket experience/exposure a benefit
- Must have a valid driver's license and car
- Existing relationships with key customers would be an advantage

Technical Knowledge/Skills:

Business -Competencies Skills & Attributes
- Performance Driven Initiative, Results Oriented, Territory management, Planning and
o administration skills. Portray a professional image.
- Create the Future Innovation, Detailing skills and Strategic Planning, Professional conduct
- Make Good Decisions Understanding of marketing strategies and processes, Problem-solving
o and good judgment
- Foster Consumer and Knowledge of the Nutrition market, Product Knowledge of both
- Customer Commitment both SANULAC and competitor products
- Accountability/ Ownership Ability to work under pressure, Focus, Cooperation, Proactive



V A C A N C Y

People -Competencies Skills & Attributes
Teamwork and Diversity Team Player and works well with other colleagues within their Region
Dealing with ambiguity Change agility, Self-management
Embrace Change
Communicate Effectively Confident, Informal communications skills, Active listening skills, Selling skills

cic.recruitment@cic.com.na - **When forwarding your application via email, please ensure that your information is consolidated and that your email attachments are limited to three (3). Please indicate which position you are applying to in the subject line.**

Please note that only short listed candidates will be contacted, and that no documentation will be returned. Applicants who are not contacted within two weeks from the closing date should consider their application unsuccessful.

As per Affirmative Action (Employment) Act, Act 29 of 1998 Namibian Citizens from previously disadvantaged groups will enjoy preferential treatment.

CLOSING DATE FOR APPLICATIONS: 30 November 2026