

# Medical Representative(MR)

Telangana, India  
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## Job Summary

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Vacancy : 5  
Deadline : Aug 24, 2025  
Published : Aug 24, 2025  
Employment Status : Full Time  
Experience : Any  
Salary : 6lakh/Annum  
Gender : Male  
Career Level : Mid Level  
Qualification : MBA

## Job Description

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As a Medical Representative, you'll build strong relationships with doctors, pharmacists, and healthcare institutions to drive ethical demand for our products. You'll plan and execute field visits, deliver scientific product information, collect market insights, and achieve sales targets while complying with industry codes and company policies.

## Education & Experience

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Skills Scientific detailing and objection handling with HCPs. Territory planning, routing, and call productivity (CPH, coverage, frequency). Basic data/reporting skills (Excel/Google Sheets; CRM/mobile reporting apps). Business acumen: converting demand into orders; stockist/chemist coordination. Presentation skills for CMEs/round-table meetings. **Willingness to travel** daily within territory; **valid two-wheeler & driving license**.

## Must Have

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Key Responsibilities Plan daily doctor/chemist calls; achieve coverage and frequency targets. Present scientific/product information clearly and ethically to HCPs. Execute brand-wise marketing activities (CMEs, in-clinic demos, chemist visibility). Track territory sales, prescriptions, and secondary sales; submit accurate reports on time. Build and maintain relationships with key opinion leaders (KOLs). Manage inventory and ensure availability at stockists/chemists. Gather competitor/market insights and suggest actions. Ensure full compliance with promotional guidelines and documentation. Coordinate with supply chain/marketing for smooth territory operations.

## Educational Requirements

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MBA

**Compensation & Other Benefits**

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As per company policy