



**PharmaLink - PL Asia Pacific (Singapore) Pte Ltd** is a specialist Asia Pacific pharmaceutical sales and marketing organisation with expertise in best practices in sales & marketing including product life cycle management, orphan drug management, as well as regulatory affairs.

Our Singapore office is seeking to increase growth and expand operations, and we invite suitable candidates to join us as:

### **ASSOCIATE BUSINESS MANAGER**

Reporting to the Sales and Marketing Manager, you will be responsible for the achievement of sales targets through effective sales management, providing leadership for a team of Professional Medical Representatives. Your responsibilities also include brand management, planning and implementing marketing activities, including market research and promotional campaigns. You will also be responsible for business reporting and forecasting.

Excellent relationship management is critical, as you will need to develop customers and business relationships, as well as liaise and provide feedback to Principal companies.

#### **Requirements:**

- Degree/Diploma in Pharmacy/Chemistry/Biochemistry or related fields. A background in Marketing or Business Administration or related fields is an advantage.
- Experience in managing major brands throughout various phases of the product life cycle. Preferably with 4 years' experience in sales or marketing management of pharmaceuticals, including at least 2 years in a supervisory role. Prior experience in Cardiology / Endocrinology/ Hematology / Oncology / Neurology products, and existing good relationships with Key Opinion Leaders are important success factors.
- Good people management skills along with excellent communication, planning and presentation skills. Able to motivate and lead sales team to implement sales activities.
- An analytical mind and strong passion for understanding customers' and patients' needs.
- Highly self-motivated, independent and able to multitask and deliver under tight schedules.

### **PROFESSIONAL MEDICAL REPRESENTATIVES**

You will be responsible for promoting and selling the principal's range of key strategic pharmaceutical products to healthcare professionals.

#### **Requirements:**

- Degree/Diploma in Pharmacy/Science/Chemistry/Marketing/Business Administration or related fields. Fresh graduates are encouraged to apply.
- 1-2 years' experience in sales in the pharmaceutical and related healthcare industries, especially in Cardiology / Endocrinology / Orthopaedics or General Practitioners, together with existing good relationships with Key Opinion Leaders is an added advantage.
- Disciplined, energetic and highly self-motivated with excellent communication and interpersonal skills and a passion for understanding and meeting customers' and patients' needs.

A valid Class 3 driving licence and own vehicle are required for the above positions. A competitive package commensurate with the relevant skills and experience will be offered to the right candidates.

Applicants are invited to **send in** their résumés by **15th June 2009** to:

**PL Asia Pacific (Singapore) Pte Ltd**

41 Science Park Road #01-29 The Gemini (Lobby D)  
Singapore Science Park 2 Singapore 117610

Fax: 6777 1786 Email: [recruitment\\_sg@pharmalink.com](mailto:recruitment_sg@pharmalink.com) Website [www.pharmalink.com](http://www.pharmalink.com)

*(Only shortlisted candidates will be notified.)*