



OTTOBAUTHENTIC

Let's Talk... we're looking for:

## Head of Medical Training and Medical Affairs

### Pharmaceutical Industry

Parktown, JHB

**Salary: Neg.**

#### Role:

- ⑧ The Head of Medical Training and Medical Affairs is responsible for effective operation of the department and the development, implementation, and delivery of training programs for medical/pharmaceutical sales representatives. The position holds dual responsibility (department management and delivery of training) with the core objective of sales representatives having a thorough understanding of the products they will detail to healthcare professionals, including features, benefits, and clinical data. The training department will also equip the representatives with effective sales techniques, product knowledge, and regulatory compliance standards to maximize product awareness and achieve sales objectives.
- ⑧ Provide support to Marketing for marketing strategy, detail aids input, and engagement with KOLs and CMEs for Doctors.

#### Qualifications & Skills

- ⑧ Medical Doctor
- ⑧ Highly motivated and self-directed, with a passion for teaching and professional development.
- ⑧ Strong analytical and problem-solving skills, with the ability to adapt training strategies to meet diverse learning needs.
- ⑧ Excellent organizational and time management skills, with the ability to manage multiple projects simultaneously.
- ⑧ A team player, with a positive attitude and the ability to inspire and influence others
- ⑧ Proficiency in Microsoft Office and experience

#### Responsibilities:

- ⑧ Design and implement comprehensive training programs
- ⑧ Conduct in-person and virtual training sessions, workshops, and seminars
- ⑧ Develop training materials
- ⑧ Continuous Training
- ⑧ Stay updated on new product developments, industry trends, and regulatory changes to ensure training content is current and relevant.
- ⑧ Collaborate with product managers, marketing teams, and regulatory affairs
- ⑧ Monitor and assess the performance
- ⑧ Promote a culture of continuous learning and professional development
- ⑧ Support to Marketing department

#### Experience:

- ⑧ Experience in sales training, preferably within the pharmaceutical, biotech, or healthcare industry
- ⑧ Strong understanding of pharmaceutical products, medical terminology, and the healthcare environment.
- ⑧ Proficient in developing training materials and utilizing various training methodologies.
- ⑧ Knowledge of regulatory and compliance standards affecting pharmaceutical sales
- ⑧ Good communication and interpersonal skills, with the ability to work effectively with cross-functional teams.
- ⑧ Ability to travel as needed to conduct training sessions and attend conferences.

**Kindly note:** If you have not heard from us within 7 working days, your application was unsuccessful.

**FULL JOB SPEC available on request.**

**How to Apply:** Please submit your resume to: [elsa@ottobauthentic.co.za](mailto:elsa@ottobauthentic.co.za) and use the job title as the subject.