



Be You.  
Be Bayer.

At Bayer we're visionaries, driven to solve the world's toughest challenges and striving for a world where 'Health for all, Hunger for none' is no longer a dream, but a real possibility. We're doing it with energy, curiosity and sheer dedication, always learning from unique perspectives of those around us, expanding our thinking, growing our capabilities and re-defining 'impossible'. There are so many reasons to join us. But if you're hungry to build a varied and meaningful career in a community of brilliant and diverse minds to make a real difference, there's only one choice.

## Nurse Sales Representative Graduate

### *Role purpose*

Key point of contact between Bayer Pharmaceuticals and State Healthcare professionals, working strategically to increase Bayer product awareness and introducing new products with a clear focus on meeting patient's and customer's needs

### *Key responsibilities and tasks*

- // 24 Month Rotational Cycle ( 8 months per function)
- // Produce, agree and implement a KAM plan to achieve or exceed sales targets
- // Use Bayer Strategies & Systems to maximise return on investment within the defined territory
- // Gather state sector related market intelligence and facilitate appropriate contact between Bayer personnel and appropriate customers to enable a shared agenda
- // Identifying centers of excellence to allow the company to develop strategies appropriate to the customers' and patient's needs.
- // Ensure early understanding, acceptance and adoption of the designated brands by engaging with and influencing all relevant stakeholders
- // Maintain a high degree of knowledge of the defined therapy areas and state sector policies
- // Collaborating with the Medical Department to plan and execute educational/scientific activities for customers on a need's basis.

- // Willing to travel and work after hours is essential to attend congresses, sales/marketing meetings and for country trip
- // Keep accurate and timely call records in VEEVA and ensuring adherence to industry-specific codes of practice or conduct, advertising codes, regulatory directive, and guidelines, as applicable to the role, and to the programme for legal compliance and corporate responsibility at Bayer

### *Qualifications and Competencies*

- // University degree, major in medical, pharmacy or nursing is essential Bachelor of Nursing Science or B. Sc in Nursing.
- // Innovative with a growth mindset
- // Customer focus
- // Strong business acumen, ability to negotiate and communicates effectively
- // Collaborative and able to work well cross-functionally
- // Hungry to take up a challenge
- // Computer Literate

### *Be part of something bigger.*

E-mail: [sea.recruitment@bayer.com](mailto:sea.recruitment@bayer.com) Indicate the position title and location in the subject line of your email. Please note that subsequent to the screening and shortlisting process, only shortlisted candidates will be contacted.

**Advertising Period:**  
**1 - 20 June 2023**

**Location:**  
**South Africa**

**Employment type:**  
**Fixed Contract**

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 Science for a **better life**

*Bayer welcomes applications from all individuals, regardless of race, national origin, gender, age, physical characteristics, social origin, disability, union membership, religion, family status, pregnancy, sexual orientation, gender identity, gender expression or any unlawful criterion under applicable law. We are committed to treating all applicants fairly and avoiding discrimination.*