



Philippine Nutri-Foods Corporation

Unit 214-215, 2nd Floor Commercenter, East Asia Drive, Filinvest Corporate City, Alabang, Muntinlupa, 1781
Metro Manila

Telephone nos.: 0917-123-8627/ 0917-119-9134/ 0917-123-5532

Website: www.ncp.org.ph

Email address: info@ncp.org.ph

JOB DESCRIPTION

POSITION TITLE: **FIELD SALES REPRESENTATIVE (VISAYAS and MINDANAO)**

Employment Type: Full Time

OBJECTIVE OF THE POSITION

- To hire personnel to sell and promote MMS/PNFC products to the institutional accounts in VISMIN by increasing its account acquisition and brand reach across the regions.
- To meet sales targets and KPI as intended for the given territory/region.
- Develop strong relationship with Healthcare providers and stakeholders in promoting PNFC products and services.
- Learn about the competitors market and consistently rise above through exemplary customer service and sales strategies in the given territory/region.

DESCRIPTION OF DUTIES:

As a Field Sales Representative, he/she will be responsible for promoting and selling PNFC products to healthcare professionals, including doctors, pharmacists, and hospitals. The role will involve building and maintaining strong relationships with clients, understanding their needs, and providing them with information about our products to drive sales and achieve company targets on a monthly and quarterly basis.

Specific Job Responsibilities:

- **Sales Target and Promotion:** Effectively promote and sell the company's PNFC products to targeted institutions within your assigned territory or regions. Along must be able to reach or exceed monthly and quarterly sales quotas.
- **Client Relationship Management:** Develop reach and maintain strong relationships with key decision-makers and stakeholders in the assigned territory or regions.



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- **Product Knowledge:** Stay informed about the company's product portfolio, industry trends, and competitors to provide accurate and relevant information to clients.
- **Territory Management:** Strategically plan and organize it's area to maximize sales opportunities and coverage.
- **Sales Strategy:** Implement and execute sales strategies to achieve and exceed sales targets and objectives of the assigned territory or region.
- **Market Analysis:** Analyze market trends and customer needs to identify potential sales opportunities and areas for growth.
- **Reporting:** Maintain accurate records of sales activities, client interactions, and market feedback. Provide regular reports to management on sales performance and territory activities.

Qualifications and Skills:

Education:

- Bachelor's degree in life nutrition and dietetics, pharmacy, business, or related field.

Experience:

- Must have 1 or 2 years experience in pharmaceutical/FMCG Sales or similar sales roles is highly preferred.
- Knowledge in Pharmacology is highly preferred but optional.
- Familiarity with G Suite (Docs, Sheets, and forms) and Sales platform

Skills:

- Excellent in written and verbal communication using the local dialect and can do direct client presentation.
- Strong negotiation and persuasion abilities
- Ability to understand and articulate medical and scientific information.



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- Effective organizational and time - management skills
- Commitment in upholding our company's ethical standards and practices
- Proficiency in using online software/s and sales tools.
- Capable of leads acquisition, client presentation, negotiation and field marketing activities.

Other requirements :

- Willingness to travel (field) within the assigned territory.
- Valid driver's license and reliable transportation will be highly optional.

Preferred Qualities:

- Bachelor's degree (or equivalent) in life sciences, pharmacy, business, marketing or related field.
- Experience in sales or marketing of Pharmaceutical products or FMCG
- Has adequate network of contacts with local health care providers, clinics and organizations/groups
- Can speak the local dialect of its area (Bisaya/Cebuano/Maranao/Chavacano/Waray/Ilonggo/Tausug) depending on their base territory