

Saudi Arabia Jobs Expertini®

Territory Manager - Jeddah

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Company: Johnson & Johnson

Location: Saudi Arabia

Category: other-general

Johnson & Johnson

We are recruiting **Territory Manager** to be located in Jeddah .

Caring for the world, one person at a time has inspired and united the people of Johnson & Johnson for over 125 years. We embrace research and science -- bringing innovative ideas, products and services to advance the health and well-being of people. Employees of the Johnson & Johnson Family of Companies work with partners in health care to touch the lives of over a billion people every day, throughout the world.

Thriving on a diverse company culture, celebrating the uniqueness **our employees** and committed to inclusion. Proud to be an equal opportunity employer. And our culture is interconnected by the shared values of **Our Credo** . It's a culture that celebrates **diversity** and diverse perspectives. It helps employees achieve an effective mix between work and home life and supports their efforts to have a positive impact on their communities.

Summary Of The Job

The main task of a **TM**n Spine to promote & archive Spine BU strategic plan,

Duties & Responsibilities

To achieve sales and profit targets.

To spend 75% of the working time in Field activities

Maintaining proper collaboration with all company team members to ensure that implementation of all

field operations are properly conducted for customers benefits.

Organizing effective and professional meetings with targeted customers.

Outdoor field sales through cold calling using AIDINC to sell our products range to the potential corporate

clients

Generate leads; handle all customer queries including giving quotation and sales follow-up to achieve the

B.P.

Maintain good customer relations and coordination

Provide prompt and accurate information about the products as well as making sure that the stock is

available and the product consumption is going optimally

Providing relevant information on the products to the customer including in-service, cases support,

negotiating the patient cases with the doctors.

Servicing and maintaining an existing base of customer by delivering prompt, courteous and reliable

service and at the same time increasing & developing new customer base and avenues of business

Organizing all documents to ensure Client demands are fulfilled

Main performance measures (Performance Goals)

Sales Target Achievement

Strategic Thinking

Outward Looking-Customer centric

Business and results driven

Interdependent partnering ability

Prudent risk taking

Exceptional interpersonal and communication skills.

Self-directed; able to work independently and in a team.

Adhere to Company's Code of Conduct

Experience Required

Education: University/Bachelor's Degree or Equivalent. Scientific or Medical background is preferred.

Experience; 5 Years minimum experience in Spine sales

Advantages: Experience in Spine

Language: Arabic Native & Good English is a MUST

Leadership Behaviors Required

LIVE OUR CREDO: Puts the needs of Our Credo stakeholders first, pursues the highest standards of quality, safety, compliance & ethics and Ensures everyday actions contribute to Our Purpose

CONNECT: Builds internal and external relationships based on respect, Collaborates openly across boundaries and acts as a team player.

SHAPE: Inspires and contributes ideas that challenge thinking, demonstrates resilience and agility to drive and adapt to change.

Grow: Develops self and others to reach their goals, engages in open & honest conversations and Drives performance by managing energy and taking ownership for outcomes.

For more than 130 years, diversity, equity & inclusion (DEI) have been part of our cultural fabric at Johnson & Johnson and woven into how we do business every day. Our commitment to respect the dignity and diversity of all is embedded in our Credo.

We know that the success of our business depends on having the best talent in a workforce that reflects the diverse markets we serve around the world and an inclusive culture that values different perspectives and life experiences

That is why we in KSA are working to create an inclusive environment where diverse backgrounds, perspectives and experiences are valued and each and every one of our people feel that they belong and can reach their potential. No matter who they are.

Diversity, Equity & Inclusion at Johnson & Johnson means You Belong!

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