

# JOB ADVERT

## MEDICAL DETAILER



<b>Job Title</b>	Medical Detailer	<b>Reporting to</b>	Social Marketing Lead
<b>Location</b>	Countrywide	<b>Probation Period</b>	3 Months

MSI Reproductive Choices Kenya is an NGO registered in Kenya. We are affiliated to MSI. Together we deliver post abortion care, quality sexual and reproductive health care and family planning to millions of the world's poorest and most vulnerable women. We want to make sure that women have a choice when it comes to having children and that death by unsafe abortion is reduced.

We are seeking to recruit Medical Detailer who will be reporting to Social Marketing Lead. He/she will be effectively managing a designated territory to drive product awareness, achieve sales targets, and strengthen relationships with healthcare providers. This role involves conducting detailed product education sessions, ensuring optimal stock levels through. It also includes administrative duties, such as maintaining records, managing expenses, and ensuring compliance with company policies and industry regulations.

The primary responsibility of this role is to further our Goal: **THE PREVENTION OF UNWANTED BIRTHS** and its mission of ensuring the individual's right to: **Your Health, Your Choice, Your Future.**

The post holder commits to and is held accountable to MSI global core values:

Mission Driven	Customer Focused	Results Orientated	Pioneering	Sustainable	People Centered
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### Key Responsibilities

#### 1. Territory Management

- Plan and execute territory coverage strategies to reach healthcare providers efficiently
- Maintain comprehensive database of healthcare providers and facilities within assigned territory
- Monitor and analyze territory performance metrics and market dynamics

#### 2. Healthcare Provider Engagement

- Conduct structured medical detailing visits with healthcare professionals
- Deliver accurate scientific information about products and therapeutic areas
- Schedule and conduct product education sessions with healthcare providers
- Build and maintain professional relationships with key stakeholders

#### 3. Sales and Distribution Management

- Achieve assigned sales targets and revenue objectives
- Monitor stock levels across distribution channels
- Coordinate with distributors to ensure optimal product availability
- Track and report on sales performance metrics

#### 4. Medical Education

- Organize and conduct medical education programs
- Present product information and clinical data to healthcare professionals
- Respond to medical queries from healthcare providers
- Stay updated on relevant therapeutic areas and product knowledge

#### 5. Market Development

- Identify and engage with Key Opinion Leaders (KOLs) in the territory
- Participate in relevant medical conferences and industry events
- Conduct pharmacy visits and prescription audits
- Generate market insights and competitive intelligence reports

#### 6. Administrative Responsibilities

- Prepare and submit timely field visit reports with supporting documentation
- Manage territory expenses within prescribed budgets
- Maintain accurate records of all healthcare provider interactions
- Comply with all relevant industry regulations and company policy

### Skills and Experience

#### Qualifications:

- Bachelor's / Diploma in any of the following: Pharmacy (B.Pharm), Nursing, Clinical Medicine, Biomedical Sciences, Life Sciences, Social Sciences.
- Valid driving license with willingness to travel extensively
- Fluency in English and Kiswahili.

#### Experience:

- Minimum 2 years' experience in medical/pharmaceutical sales or related healthcare field
- Proven track record in achieving sales targets
- Experience in healthcare provider engagement and medical education

#### Skills:

#### CORE SKILLS

**Advanced Medical Knowledge:** Expertise in clinical applications, therapeutic areas, and healthcare regulations.

- **Business & Sales Acumen:** Strategic planning, market analysis, and achieving sales targets.
- **Stakeholder Management:** Building relationships with healthcare providers, KOLs, and teams.
- **Communication Excellence:** Effective medical detailing, scientific presentations, and consultative engagement.
- **Technical Proficiency:** Mastery of digital systems, data analysis, and territory optimization.

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### Attitude / Motivation:

- **Passion for Continuous Learning:** A strong desire to stay updated with medical advancements and industry trends, ensuring expertise in the field.
- **Resilience and Goal Orientation:** A determined mindset to overcome challenges, meet targets, and thrive in a competitive environment.
- **Customer-Centric Approach:** A commitment to understanding and addressing the needs of healthcare providers and patients with professionalism and empathy.

### How To Apply

**Qualified internal and external candidates** are encouraged to apply for the position *and specify their preferred region* via: <https://hcm.maristopes.or.ke/recruitment.jsp?view=1:0> on or before **15<sup>th</sup> June 2025**. The applications shall be reviewed on a rolling basis. **Do not attach** certificates and testimonials.

MSI reproductive Choices Kenya is an equal opportunity employer and does not ask for fees at any stage of the recruitment process. Successful candidates must abide by MSI's Antifraud & Bribery Policy and Safeguarding Policy, including protection of children and vulnerable adults.