

## Entry Level Field Sales

[https://jobs.merck.com/job/Kenilworth-Entry-Level-Field-Sales-Chronic-Care-\(Pipeline\)-NJ-07033/495714900/?feedId=232100&utm\\_source=Indeed&utm\\_campaign=Merck\\_Indeed&utm\\_source=Indeed&utm\\_medium=organic&utm\\_campaign=Indeed](https://jobs.merck.com/job/Kenilworth-Entry-Level-Field-Sales-Chronic-Care-(Pipeline)-NJ-07033/495714900/?feedId=232100&utm_source=Indeed&utm_campaign=Merck_Indeed&utm_source=Indeed&utm_medium=organic&utm_campaign=Indeed)

**Requisition ID:** DIR024325

Merck & Co., Inc. Kenilworth, N.J., U.S.A. known as Merck in the United States and Canada, is a global health care leader with a diversified portfolio of prescription medicines, vaccines and animal health products. The difference between potential and achievement lies in the spark that fuels innovation and inventiveness; this is the space where Merck has codified its legacy for over a century. Merck's success is backed by ethical integrity, forward momentum, and an inspiring mission to achieve new milestones in global healthcare.

Merck's Global Human Health (GHH) Division abides by a "patient first, profits later" ideology. Results-driven and ambitious, this team of individuals represents a functional balance between meeting company objectives and the needs of people around the world. The organization is comprised of sales and marketing professionals who are passionate about their role in bringing Merck's prescription medicines, vaccines, and other medical products to our customers worldwide.

**This is for potential future hires. This is an application for you to express interest in a job that will be posted at a later date.**

**Merck will be interviewing candidates for this opportunity (AND MORE!) at Prospanica September 13 – 14 and NMBAA Sep 27 – 28.**

### Position Description:

The Entry-Level Customer Representative sells to customers by providing clinical information on relevant Merck products, as well as education and resources. They do this to support customer needs in an effort to help the Health Care Practitioner meet their patients' goals.

The Customer Representative is the primary point of contact for a variety of customers within their assigned geography.

These customers may include:

Health care providers such as physicians, nurses, pharmacists as well as quality directors and office managers.

Within their geography there are a diverse set of health care locations that they will call upon in order to execute their role including: physicians' offices, integrated delivery systems, and hospital clinics.

The Customer Rep is a key member of the local Customer Team that works collaboratively with other Merck field based employees such as the Account Executives (AEs), Integration Delivery Systems (IDS) leaders as well as other members of the Merck extended team.

The primary activities include:

- Developing a territory level business plan in accordance with Merck policies, standards and ethics.
- Maintaining product knowledge and certification on the Merck portfolio for which they are responsible.
- Engaging in balanced product sales discussions with Health Care Providers and Health Care Business Professionals to align customer needs and Merck products in accordance with product labeling. This is achieved by keeping apprised of professional and health care environment

knowledge through self-study of company-provided scientific, product and marketplace information, attendance at product workshops and conferences, as well as consistent and ongoing review of Merck promotional materials

- Providing Merck management with updates on customer needs as it relates to helping them improve patient health outcomes, customer feedback, marketplace dynamics, and progress towards quality goals.
- Providing customers with key insights by keeping apprised of professional and health care environment knowledge through self-study of company-provided scientific, product and marketplace information, attendance at product workshops and conferences, as well as consistent and ongoing review of Merck promotional materials.
- Regularly monitoring their business performance against objectives using company provided tools.

Specifically:

- Within select customer accounts, acts as primary point of contact for the customer, meet with key customers/personnel to maintain understanding of their current practice structure, business model, and key influencers (Managed Care Organization/payers, employers, state policy), and their patients' needs. Identifies business opportunities and makes information available to relevant stakeholders to support the identified customer needs.
- For select customer accounts, coordinate with Merck customer team (Account Executives, Integrated Delivery System team, Solutions support teams, etc.) to outline customer strategy for interactions/relationships aimed at improving customer and patient support.

## **Qualifications**

Position Qualifications:

Education Minimum Requirement:

- Required: BA/BS
- Preferred: MBA/MS

Required Experience and Skills:

- Experience working in one or more of the following areas: Pharmaceutical/Healthcare, Sales, Consulting, Customer Service or Military.
- Excellent communication skills (written and oral)
- Self- directed and organized
- Possess strong interpersonal and leadership qualities in an academic or professional setting
- Excellent planning and organizational skills and good judgment
- Valid Driver's License

Preferred Experience and Skills:

- Prior experience developing and executing plans for engaging customers and meeting customer needs
- Demonstrated success in establishing, developing and maintaining relationships
- Prior experience working in a highly regulated industry or environment where compliance to policies is critical

If you need assistance and/or a reasonable accommodation due to a disability during the application or the recruiting process, please send a request to [staffingaadar@merck.com](mailto:staffingaadar@merck.com).

EEOC Poster

EEOC GINA Supplement

Prospanica2018, NMBBAA2018

**Job:** Direct Sales Generic

**Other Locations:** Rahway, NJ, US; Upper Gwynedd, PA, US

**Employee Status:** Regular

**Travel:** Yes, 75 % of the Time

**Number of Openings:**

**Shift (if applicable):** 1st

**Hazardous Materials:** No

**Company Trade Name:** Merck