

MANDY MARAIS

Cell no: 071 887 3665

mandy.marais19@gmail.com

Fluent in both English and Afrikaans
Code 08

QUALIFICATIONS

SPIN Selling Techniques - 2011

DESSA (Diabetics Education Society - Attended 2 workshops on of S A) 2006

Foot care for Diabetic Patients and calculating Insulin Dosage for Diabetic Patients

Smart Group - 2005

Medical Representative's Certificate – 80% result

Introduction to the Healthcare Industry

Anatomy, Pathology and Physiology of all the Body Systems

General Pharmacology Selling Skills, Territorial Management &
Administration

Perception Business Skills - 2002

Practical Selling Skills Course with Richard Mulvey

Pax Commercial College – 1994

WordPerfect, Lotus 123, Financial Accounting 1

Alexander Sinton High School - 1989

Matric

ACHIEVEMENTS

"Promoted to Senior Representative 2014" For a consistent track record for achieving measurable objectives of customer and internal functions, growing business and maintaining a min 85% average for assignments, assisting the RSM in planning and running of opinion leader meetings.

"Won Rep of the Year 2013" This is undoubtedly my greatest career achievement to date. This award was given to me for Sales performance, entrepreneurial drive, administration, business development, attitude and strategic thinking.

"Winter Promotion 2008" This award was given to me for exceeding my antibiotic target for May, June and July by the highest margin in the entire company.

The award was a R10 000 bonus. A monumental achievement for me. Every Rep in the company was pulling out all the stops to win.

"Best Own Hands Sales 2007" I received this award at the January 2008 conference. 2007 was the first year that Simayla products were introduced to South Africa and I therefore had to be a true pioneer in every sense of the word.

CAREER DETAILS

Sunpharma: 1 April 2022 – 30 January 2024

Position : Hybrid Dispensing Doctor Position

- Calling on Dispensing Doctors, Independent Pharmacies, Clicks Pharmacies and Private Hospitals (Kokstad Private Hospital and Nongoma private hospital)
- Selling and detailing to Dispensing Doctors
- Coastal Area including Kokstad, Umzimkhulu, Harding, Izingolwini, Pongola, Jozinie, Ulundi, Nongoma, Mtubatuba
- Detailing to scripting Doctors in Hybrid area
- 8 calls required each day
- Owl and Repwise used on a daily basis to track orders

Cipla: 18 May 2015 – 31 March 2022

Position - Key Account Associate

- Calling on State Hospitals and Primary Health Care Clinics on the Coast and greater Durban Areas.
- Calling on and detailing Pharmacy Managers and Buyers at the Pharmaceutical Depot.
- Detailing Specialists: Pulmonologists and Paediatricians, as well as General Practitioners. Looking after the entire State Account in KZN ie. All aspects related to this huge account.
- Monthly forecasts
- Used Sharepoint to track customers purchases
- Used Cliqview data to plan calls and follow up on outstanding orders

Ranbaxy: 08 January 2011 – 15 May 2015

Medical Representative –

- Dispensing doctors in accordance to KPAs –
- Promoted to **Senior Representative** in May 2014
- Detailed Dispensing doctors on chronic portfolio
- Won **Representative of the Year** in 2013

Reason for leaving: Was offered the Key Account Position at Cipla

Mylan Pharmaceuticals: March 2009 – December 2010

Medical Representative - Generic Pharmaceutical sales to Pharmacies and Doctors

- Placed orders from customers with Wholesalers
- Called on Key accounts (Sparkport and Atlas) and wholesalers to make sure they have sufficient stock

- Submitted weekly planners, monthly planners and weekly reports
- Made a minimum of ten calls each day, eight pharmacies and two doctors
- Took stock at most pharmacies before generating an order.
- Admin: updated stock cards and customer record cards on a daily basis

Reason for leaving: Contract position

Simayla Pharmaceuticals: Jan-2007 – Nov- 2008

Medical Representative - During 2007 I worked the entire KZN Region by myself, until February 2008 when my area was divided into two, I worked KZN Coastal area until November 2008.

- Generic Pharmaceutical sales to Pharmacies and Doctors
- Placed orders received from customers with Wholesalers
- Called on Key accounts(Sparkport and Atlas) and wholesalers (NWC, Pharmed and Kharwastan)
- Submitted weekly planners, monthly planners and weekly reports
- Ten calls required to be made each day, eight pharmacies and two doctors
- Key account reviews
- Stock taken done at pharmacies before generating an order
- Admin included: updating stock cards and customer record cards on a daily basis

Reason for to leaving: Career Growth

Alpha Healthcare and Equipment: 01 March 2006– 16 Dec 2006

Medical Representative

- Medical Equipment and Diagnostic Sales to Hospitals and Doctors
- Provincial Hospitals who work mainly on a Tender System
- Theatre and ICU equipment i.e. Infusion Pumps, Patient Monitors and Defibrillators
- Assist Product Managers with the training of Equipment in Theatre and ICU Wards
- Private hospitals buy Medical Disposables
- Ethical and Generic Drugs purchased by Department of Correctional Services
- Call sheets done on a daily basis
- The Doctors whom I called on were sourced by cold calling
- Monthly report detailing all the calls that I have made as well as the Tender Documents which have been submitted and the lunches and meetings which I have attended

Reason for leaving: Career growth

Compu-Doc - September 2004- 31 March 2005

Sales Representative

- IT Sales and Internet Sales
- Grew customer base by building on previous
- Called on Corporate Clients as well as SMMEs
- There was more than one Sales Representative and I was given the North Coast as my territory
- I introduced the company to a network called Business Network International and obtained excellent business through this network of Corporate companies and obtained most of my Internet Sales in this way
- Did presentation on behalf of my company at BNI meetings on a regular basis
- Handed in call sheets at our weekly Sales meetings

Reason for leaving: Enrolled in the SMART Group's Medical Representative Certificate

A2Z Office Supplies - Jan 1999 – July 2004
Sales Representative

- I started this position with a relatively small Customer Base of approximately 20 Clients and managed to grow the Base considerably six years later by registering the company as an Affirmative Business Enterprise on the EtheKwini Municipalities data base
- Secured two key clients, Ferodo Brakes and the new Suncoast Casino
- Daily Customer Calls were made to existing customers as well as cold calls to going door to door and using the telephone directory
- The company was also members of Business Network International as well as The Durban Chamber of Commerce and Industry which gave me the opportunity to do presentations
- Products which I sold were General Office Stationery,
- Computer Supplies and Audio Visual Equipment
- Call Sheets and Monthly reports were a once again a prerequisite

Reason for leaving: Company was liquidated in August of 2004

Briardene Primary School - July 1998 – Dec 1998
Grade 4 Governing Body Teacher

Reason for leaving: Temporary position

Freudenberg Filtra - Feb 1998 – June 1998
Admin Assistant

Reason for leaving: Temporary position

PROFESSIONAL REFEREES are available on request
