

Jobs in the pharmaceutical industry for new graduates

- Sales and Marketing: Medical Representative, Over-the-counter Sales Representative, (Junior) Product Manager / Executive
- Distribution: Supply and Logistics Executive/Manager
- Manufacturing: Engineering Technician, Chemist, Quality Assurance Pharmacist
- Research and Development: Regulatory Affairs Manager, Clinical Research Associate

Medical Representative

- Promotes and sells medical and pharmaceutical products
- Most common alternative titles:
- Product Executive
- Product Specialist
- Hospital Executive



Medical Representative

- Visits doctors, pharmacists, nurses in hospitals, clinics and pharmacies
- Promotes products during medical congresses and seminars
- Organizes meetings, video presentations and seminars
- Collects information on competitors for the company
- Is required to achieve specific sales targets on monthly, quarterly and/or yearly basis



Medical Representative

- Requirements:
 - STPM or science degree
 - Excellent communication and social skills, outgoing, result oriented, high energy level, selling skills, resilient, service oriented
 - Driving license and car
- Career path
 - Senior Medical Representative
 - Sales Supervisor or
 - Junior Product Manager
 - Sales Manager or
 - Product Manager
 - Marketing Manager



Over- The- Counter (OTC) Sales Representative

- Promotes and sells Over- The- Counter products to supermarkets, department stores, pharmacies and drugstores
- Alternative titles:
- OTC Detailer



OTC Sales Representative

- To achieve sales targets in his/her area
- to obtain customers' feedback and competitive information
- To build and maintain good relationships with the in- store personnel and customers
- To conduct product presentations and promotions



OTC Sales Representative

- Requirements:
- SPM grade II or above
- Good communication, interpersonal and selling skills
- Self-motivated, pleasant personality and result-driven
- Career path:
- Sales Executive
- Sales Supervisor
- Sales Manager

Clinical Research Associate

- Is responsible for management of clinical trials according to specific protocols
- Alternative titles:
- Clinical Research Executive



Clinical Research Associate

- Plans, implements and monitors clinical research projects
- Works closely with the company's R&D departments
- Ensures investigators are following the protocol and all data are obtained and recorded accordingly
- In some companies, the CRA also contributes to the medical affairs function or other activities like product recalls, adverse event reporting or training

Clinical Research Associate

- Requirements:
 - A degree in Pharmacy, Biochemistry, Pharmacology or Life Science
 - Strong interpersonal, communication and presentation skills
 - resilient, able to pay attention to details, comfortable with managing paperwork, good teamplayer
- Career path:
 - Clinical Research Manager
 - Clinical Research Director



Regulatory Affairs Manager

- Responsible for regulatory affairs for current and new products including
- Maintenance and up-dating of product registration for existing products and preparation and submission of registration dossiers for new products or formulations



Regulatory Affairs Manager

- Ensures that existing products are fulfilling all regulatory requirements
- Ensures faster possible registration of new indications, products and formulations
- Closely monitors all new regulations and regional developments which affect product registration process



Regulatory Affairs Manager

- Requirements:
- Degree in pharmacy or pharmacology
- Planning and organization skills, good English and Bahasa Melayu, analytical and must have love for detail
- Career path:
- Director Regulatory Affairs or Director Medical Affairs

(Junior) Product Manager

- Responsible for developing, coordinating and implementing all marketing activities for a product
- Alternative titles:
- (Junior) Brand Manager



(Junior) Product Manager

- The Product Manager ensures that a product obtains the required attention and resources in order to succeed in the market place.
- Responsible to provide training and support for the Medical Representatives
- Has to interact with customers, opinion leaders and representatives of various agencies and suppliers
- Organizes and attends scientific meetings and seminars

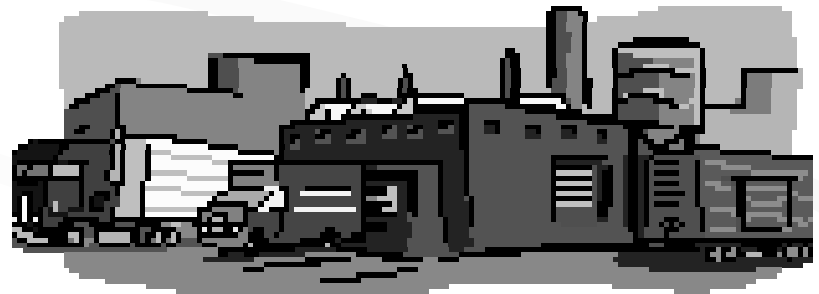
(Junior) Product Manager

- Requirements:
 - A degree or diploma in marketing, ideally with undergraduate qualification in science
 - Planning and organizational skills, highly effective written and verbal communication, analytical, problem solving
 - Enthusiastic, result-oriented, high energy levels and good social skills and creativity
- Career path:
 - Product Manager
 - Product Group Manager
 - Marketing Manager



Supply & Logistics Executive/Manager

- Management of warehousing, distribution, imports/exports, procurement, production planning and inventory control.
- Review/negotiate with distributor on stock policies, budgeting & customer services



Supply & Logistics Executive/Manager

- Requirements:
- Degree in Logistics, Operations or other related fields.
- Good analytical mind, detailed/highly numerate, strong business acumen.
- Mature, excellent management and leadership skills
- Career path:
- Senior management position in Logistics

Engineering Technician

- Maintenance of plant and equipment.
- Specialized and trained in mechanical, electrical or instrumentation engineering.

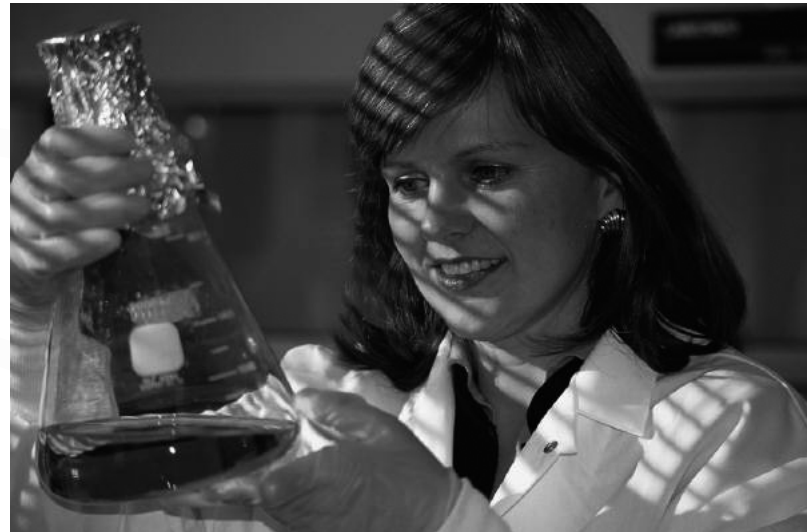


Engineering Technician

- Requirements:
- Certificate in mechanical, electrical or instrumentation engineering.
- Competency in technical or trade skills, good communication/inter-personal qualities,
- Reliability and good sense of responsibility.
- Career path:
- Senior Technician
- Engineering Supervisor
- Engineering Manager

Chemist

- Analyze chemical compounds in an analytical laboratory.
- Development work or troubleshooting, monitor and control large scale chemical reactions.
- Ensure optimal productivity in plant & laboratory operations



Chemist

- Requirements:
 - Good honors degree in Chemistry with relevant working experience
 - Planning, organizational & analytical skills and ability to guide others.
 - Effective verbal/written communication
 - Maturity, perseverance & results oriented.
- Career Path:
 - Senior Chemist
 - Section Manager in the laboratory or production

Quality Compliance Pharmacist

- Ensures compliance with GMP, product registration & regulatory requirements.
- Interpreting regulatory requirements, ensuring implementation, documentation, physical audits of plant, processes, supplier audits & conducting GMP training.
- Holds Poison License



Quality Compliance Pharmacist

- Requirements:
 - Good degree in Pharmacy
 - Analytical, communication & training skills
 - Knowledge of pharmaceutical manufacture, regulatory/GMP requirements
 - Logical, organized, persistent & fair
- Career path:
 - Senior Quality Compliance Pharmacist
 - Manager of Quality Compliance



Remuneration ranges for starters in the pharmaceutical industry

	Junior Medical Representative	Junior Product Manager	Regulatory Affairs exec.	Clinical Research Associate
Guaranteed annual pay	MR 17'000 – 25'000.-	MR 37'800 – 39'000.-	MR 43'200 – 45'500.-	MR 30'000 – 40'000.-
Performance bonus and incentives:	MR 10'000-18'000.-	MR 8'000.-	MR 0 - 2'400.-	MR 0 – 4'000.-
Allowances:	MR 2'800 – 10'000.-	MR 550 – 4'300.-	MR 0 – 9'000.-	MR 0 – 3'000.-
Total	MR 29'800 – 53'000.-	MR 46'500 – 51'300.-	MR 45'600 – 56'900.-	MR 30'000 – 47'000.-

For more information:



- Pharmaceutical Association of Malaysia
phama@po.jaring.my
or
www.phama.org.my
or
- booklet ‘ Careers in the pharmaceutical industry’