

The Opportunity: Field Workers needed across the following geographies:

Brazil

Belgium

China

Croatia

Denmark

Egypt

Finland

France

Germany

Italy

Japan

Korea

Mexico

Norway

Poland

Portugal

Russia

Spain

Sweden

Thailand

Our Company

STEM Healthcare is a dynamic, fast paced global pharmaceutical and life sciences benchmarking firm headquartered in the UK and present across six continents. STEM have developed an audit process and built a benchmarking database with more than 300,000 face-to-face observations completed across 42 countries. The benchmark provided is unique in the pharmaceutical industry consisting of over 100 KPIs, while focusing on 2-3 key priorities during formulation of action planning in order to help clients further accelerate performance.

STEM accelerates performance, improves strategic alignment and facilitates excellence in marketing, medical, market access and account plans strategy execution. Due to the unique, specialised and highly targeted offering, STEM is experiencing a rapid growth phase, and recruiting heavily across the world. New employees will be joining at a time where rapid career development and growth opportunities are expected, as the organisation works towards their mid and long-term goals.

Vision: To be in every brand plan

Mission: To accelerate high performance

Core Values: Brave, Honest, Performance Driven, Practical, Customer Focused, Caring

To support our expansion in **country**, we are looking for Fieldworkers in specific **location**.

Key accountabilities

- Conduct interviews & field visits with selected personnel

The Ideal candidate

The primary purpose of the role is to shadow pharmaceutical representatives for the day and prepare a report based on observational notes taken while working with the representative as they interact with their customers. The position is contracted on a daily basis, based on the size of the project and number of field visits required. The position would be suitable for someone looking for part-time work freelance, and project-based work for someone who wants to be self-employed and wants to work from their home.

Experience

- At least Sales Representative experience with reputable Pharma company or experience within the market research or other Pharma focused supplier

Personality

- Sound and well-grounded judgement balanced by an entrepreneurial spirit
- Transparent in nature with high integrity and honesty. Capable of gaining trust quickly
- Demonstrate an understanding or empathy for the needs of clients
- Display a positive and confident self-image
- Create and maintain a culture of success

Essential Experience

- Sales and marketing experience
- Strong listening skills

- Attention to details

Attributes

- Attention to detail is critical
- Strong listening skills
- Excellent communication and interpersonal skills
- Very good keyboard/typing skills are a must
- Excellent knowledge of English (written and verbal)

Remuneration

- Competitive compensation, which is paid on a contract per day basis

Key Contacts

- Internal: STEM Management Team
- External: Clients and their internal staff

The Candidate

Person Specification

The Organisation

- Successful and well-established company (10 years) with an enviable growth trajectory
- Working with a majority (29 out of top 30 globally) of the main pharmaceutical companies
- Excellent record of repeat business
- No direct competition
- Fantastic learning opportunity across much of the industry, unavailable in most other roles
- Working with strong management team