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Regional Sales Manager – Critical Care Injectable

Health Biotech Limited

Requirement

We are seeking an experienced and driven Regional Sales Manager to oversee and manage the sales operations for Critical Care Injectable within a specified region. The ideal candidate will be responsible for executing sales strategies, managing a regional sales team, and achieving sales targets. This role requires a strong background in pharmaceutical sales, particularly in the critical care segment, and a proven ability to drive market growth.

Job Location

Location : Punjab, Haryana, J&K, Himachal Pradesh, Rajasthan, Delhi, Madhya Pradesh, Gujarat

Working Hours

9 AM – 6.30 PM

Responsibilities

Date posted

September 7, 2024

- **Sales Management:** Oversee the sales activities within the assigned region, ensuring the achievement of sales targets and alignment with the company's overall sales strategy.
- **Team Leadership:** Lead, train, and motivate the regional sales team, providing guidance and support to maximize their performance and productivity.
- **Market Expansion:** Identify and develop new business opportunities within the region, working to expand the market presence of critical care injectable.
- **Customer Relationship Management:** Build and maintain strong relationships with key customers, including hospitals, healthcare providers, and distributors, to drive customer satisfaction and loyalty.
- **Sales Strategy Execution:** Implement the national and zonal sales strategies at the regional level, tailoring them to meet specific regional needs and market conditions.
- **Performance Monitoring:** Monitor and analyse regional sales performance data, providing regular reports and insights to the Zonal Sales Manager.
- **Product Promotion:** Collaborate with the marketing team to plan and execute promotional activities and initiatives that enhance product visibility and drive sales.
- **Budget Management:** Manage the regional sales budget, ensuring efficient use of resources to meet business objectives.
- **Reporting:** Provide regular updates and reports to the Zonal Sales Manager on sales performance, market trends, and strategic challenges.

Desired Candidate Profile:

- **Educational Background:** Any Bachelor's/Master's Degree.
- **Experience:** Minimum of 6 years of experience in pharmaceutical sales, with at least 2 years in a regional sales management role within the critical care injectable segment.
- **Industry Knowledge:** Comprehensive understanding of the critical care market, including products, competitors, and regulatory requirements.
- **Leadership Skills:** Proven ability to lead and manage a regional sales team, with a track record of achieving sales targets and driving growth.
- **Communication Skills:** Strong verbal and written communication skills, with the ability to effectively engage with both internal teams and external customers.

- **Analytical Skills:** Excellent analytical and problem-solving skills, with a focus on data-driven decision-making.
- **Customer Focus:** Demonstrated ability to build and maintain strong relationships with key customers.
- **Results-Oriented:** A strong drive to achieve sales targets and deliver measurable results.
- **Travel:** Willingness to travel extensively within the assigned region to meet business objectives.

Contacts

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