

Zonal Sales Manager – Critical Care Injectable

Health Biotech Limited

Requirement

We are looking for an experienced and results-driven Zonal Sales Manager to lead our sales efforts for Critical Care Injectable within a designated zone. The ideal candidate will be responsible for managing and driving sales activities, developing strong customer relationships, and achieving sales targets in their assigned region. This role requires a deep understanding of the critical care market and a proven track record in pharmaceutical sales management.

Job Location

Full-time, Location : North, East, West & South Zone

Working Hours

9 AM – 6.30 PM

Responsibilities

Date posted

September 7, 2024

- **Regional Sales Management:** Oversee and manage sales activities within the designated zone, ensuring alignment with overall business objectives and sales strategies.
- **Team Leadership:** Lead, mentor, and motivate the regional sales team, providing guidance and support to ensure high performance and achievement of sales targets.
- **Sales Strategy Implementation:** Execute the national sales strategy at the zonal level, adapting it as needed to meet regional market conditions and opportunities.
- **Customer Relationship Management:** Build and maintain strong relationships with key customers, including hospitals, healthcare providers, and distributors, to drive customer satisfaction and loyalty.
- **Market Development:** Identify and develop new business opportunities within the zone, expanding the market presence of critical care injectable.
- **Performance Monitoring:** Track and analyse sales performance data for the zone, providing regular reports and feedback to the National Sales Manager.
- **Product Promotion:** Collaborate with the marketing team to plan and execute promotional activities that support sales objectives and enhance product visibility.
- **Budget Management:** Manage the sales budget for the zone, ensuring efficient use of resources to achieve business goals.
- **Reporting:** Provide regular updates to the National Sales Manager on zonal sales performance, market trends, and key challenges.

Desired Candidate Profile:

- **Educational Background:** Any Bachelor's/Master's Degree.
- **Experience:** Minimum of 9 years of experience in pharmaceutical sales, with at least 6 years in a regional or zonal sales management role within the critical care injectable segment.
- **Industry Knowledge:** Strong understanding of the critical care market, including products, competitors, and regulatory environment.
- **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:** Excellent verbal and written communication skills, with the ability to engage effectively with both internal teams and external customers.

- **Analytical Skills:** Strong 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 zone as required to meet business objectives.

Contacts

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