

National Sales Manager – Critical Care Injectable

Health Biotech Limited

Requirement

We are seeking a highly motivated and experienced National Sales Manager to lead and manage our Critical Care Injectable sales team across the country. The ideal candidate will have a strong background in pharmaceutical sales, particularly in the critical care segment, and a proven ability to drive sales performance and market growth. This role is pivotal in ensuring the successful execution of sales strategies and achieving national sales targets.

Job Location

Full-time, Location : North & South India

Working Hours

9 AM – 6.30 PM

Date posted

September 7, 2024

Responsibilities

- **Sales Leadership:** Lead and manage the national sales team for Critical Care Injectable, setting clear goals and objectives to drive sales performance.
- **Strategy Execution:** Develop and implement effective sales strategies to achieve national sales targets and market share growth.
- **Team Management:** Recruit, train, and mentor the sales team, ensuring they have the skills and knowledge to excel in their roles.
- **Customer Relationship Management:** Build and maintain strong relationships with key customers, including hospitals, healthcare providers, and distributors, to enhance customer satisfaction and loyalty.
- **Market Development:** Identify and capitalize on new business opportunities within the critical care segment, expanding the market reach and penetration.
- **Sales Forecasting:** Monitor and analyse sales performance data, providing accurate forecasts and reports to senior management.
- **Product Promotion:** Collaborate with the marketing team to develop and implement promotional activities that support the sales strategy and drive product awareness.
- **Budget Management:** Manage the national sales budget, ensuring efficient allocation of resources to meet business objectives.
- **Reporting:** Provide regular updates and reports to the General Manager on sales performance, market trends, and strategic initiatives.

Desired Candidate Profile:

- **Educational Background:** Any Bachelor's/Master's Degree.
- **Experience:** Minimum of 10 years of experience in pharmaceutical sales, with at least 5 years in a national or regional sales management role within the critical care injectable segment.
- **Industry Knowledge:** In-depth understanding of the critical care market, including products, competitors, and regulatory requirements.
- **Leadership Skills:** Proven ability to lead and manage a national 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 effectively engage with internal and external stakeholders.
- **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

customer relationships.

- **Results-Oriented:** A strong drive to achieve sales targets and deliver results.
- **Travel:** Willingness to travel extensively across the country as needed to meet business objectives.

Contacts

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