

General Manager – Critical Care Injectable

Health Biotech Limited

Requirement

We are looking for an experienced General Manager to lead our Critical Care Injectable division. The successful candidate will be responsible for managing the day-to-day operations of the division, including sales, marketing, and business development activities. This role requires a strategic thinker with deep industry knowledge, excellent leadership skills, and a proven ability to drive growth and profitability in the critical care segment.

Job Location

Full-time, Location : Chandigarh

Working Hours

9 AM – 6.30 PM

Date posted

September 7, 2024

Responsibilities

- **Operational Leadership:** Oversee the daily operations of the Critical Care Injectable division, ensuring alignment with the company's strategic goals.
- **Sales Management:** Lead the sales team to achieve and exceed revenue targets, while identifying and capitalizing on new business opportunities.
- **Marketing Strategy:** Develop and implement marketing strategies to promote the critical care injectable portfolio, including product launches, promotional activities, and customer engagement initiatives.
- **Product Portfolio Management:** Manage the product portfolio, ensuring the successful development, launch, and lifecycle management of critical care injectable.
- **Customer Engagement:** Build and maintain strong relationships with key customers, including hospitals, healthcare providers, and distributors, to enhance customer satisfaction and loyalty.
- **Market Analysis:** Conduct market research and analysis to identify market trends, competitive landscape, and opportunities for growth.
- **Team Leadership:** Recruit, mentor, and develop a high-performing team, fostering a culture of collaboration, innovation, and excellence.
- **Budget Management:** Manage the budget for the Critical Care Injectable division, ensuring optimal resource allocation to achieve business objectives.
- **Reporting:** Provide regular reports and updates to the Vice President on business performance, challenges, and strategic initiatives.

Desired Candidate Profile:

- **Educational Background:** Any Bachelor's/Master's Degree.
- **Experience:** Minimum of 12 years of experience in the pharmaceutical industry, with at least 8 years in a 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 leadership experience with the ability to manage teams and drive business growth.
- **Communication Skills:** Strong verbal and written communication skills, with the ability to effectively engage with internal and external stakeholders.
- **Analytical Skills:** Excellent analytical and decision-making skills, with a focus on data-driven strategies.
- **Results-Oriented:** Track record of achieving sales targets and driving

market share growth.

- **Travel:** Willingness to travel as needed to meet business objectives.

Contacts

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