



<https://healthbiotech.in/careers/349164-3-2-3-2-2-2-2-3/>

## 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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