



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

## Vice President – Critical Care Injectable

Health Biotech Limited

### Requirement

We are seeking an experienced and dynamic Vice President of Critical Care Injectable to lead our sales, marketing, and business development efforts in this specialized segment. The ideal candidate will be responsible for driving the growth of our critical care injectable product portfolio, developing strategic plans, and ensuring the achievement of sales targets. The role requires a deep understanding of the critical care market, strong leadership skills, and a proven track record in the pharmaceutical industry.

### Job Location

Full-time, Location : Chandigarh, Mumbai

### Working Hours

9 AM – 6.30 PM

### Date posted

September 7, 2024

### Responsibilities

- **Strategic Leadership:** Develop and execute strategic plans to drive the growth and market penetration of the critical care injectable segment.
- **Sales & Marketing:** Lead the sales and marketing teams to achieve revenue and profitability targets, while identifying new business opportunities and markets.
- **Product Management:** Oversee the entire product lifecycle, including product development, launch, and lifecycle management, ensuring alignment with market demands and regulatory requirements.
- **Customer Relations:** Establish and maintain strong relationships with key opinion leaders, healthcare professionals, distributors, and other stakeholders to promote the product portfolio.
- **Market Analysis:** Conduct market research and competitive analysis to identify trends, opportunities, and challenges in the critical care segment.
- **Regulatory Compliance:** Ensure all products and marketing activities comply with regulatory standards and ethical practices.
- **Team Leadership:** Mentor and develop a high-performing team, fostering a culture of excellence and continuous improvement.
- **Budget Management:** Prepare and manage budgets for the critical care injectable segment, ensuring efficient allocation of resources to achieve business goals.
- **Reporting:** Provide regular updates and reports to the senior management on business performance, challenges, and opportunities in the critical care injectable segment.

### Desired Candidate Profile:

- **Educational Background:** Any Bachelor's/Master's degree.
- **Experience:** Minimum of 15 years of experience in the pharmaceutical industry, with at least 10 years in a leadership role within the critical care injectable segment.
- **Expertise:** In-depth knowledge of the critical care market, including products, competitors, and regulatory environment.
- **Leadership Skills:** Proven leadership experience with a track record of managing large teams and driving business growth.
- **Communication Skills:** Excellent verbal and written communication skills, with the ability to effectively present to senior management and external stakeholders.

- **Analytical Skills:** Strong analytical and problem-solving skills, with the ability to make data-driven decisions.
- **Results-Oriented:** Demonstrated ability to achieve sales targets and drive market share growth.
- **Travel:** Willingness to travel as required to meet business objectives.

#### **Contacts**

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