

**Position:** Zonal Sales Manager  
**Division:** Consumer Healthcare  
**Department:** Sales

**Locations:** Cuttack and Mumbai

### **Job Description**

If you thrive in a challenging and fast-paced environment, we might be your perfect match. We don't like to sit still. It's that kind of spirit that drives our success now and in the future. And you could be part of it. Our success absolutely depends on our people. Enjoy the thrill of working with a team to enhance sales all for the good of our customers. In this role, you will have the opportunity to shape your own department and you will be the owner of all things. This is an exciting time to join us and help shape the future. It's an opportunity to be part of something special.

#### **To be successful in this role you will have:**

- Develop and implement strategic business plans for the portfolio with targeted specialists, institutions, and allied healthcare distributors
- Appoint and manage super-stockists in the assigned territory and generate business from the same.
- Allocate appropriate face-to-face selling time to ensure optimal business results
- Achieve Division wise primary target and ensure it is equal to or greater than the Secondary.
- Providing ongoing training, motivation, and development of sales associates to ensure that sales are effectively managed and maintained.
- Developing sales strategies and plans to achieve sales and profit goals by leading, developing, and motivating sales associates.
- Clear and influential communication skills with the ability to work effectively with both medical and commercial stakeholders.
- A sharp commercial focus complemented by outstanding sales, influencing, and relationship-building skills.
- Report fieldwork on a daily basis in the assigned online system.
- Provide unmatched customer value for both external and internal customers
- Manage 20 direct customers in addition to ones managed by the team

#### **Basic Qualifications:**

We are looking for professionals with these required skills to achieve our goals:

- Bachelor's degree
- 10 or more years of sales experience liaising with healthcare professionals and retailers
- Experience in consumer healthcare (OTC)

You can apply by sharing your resume at [jobs@serturmer.com](mailto:jobs@serturmer.com). Please don't hesitate to contact us if you'd like to discuss any adjustments to our process which might help you demonstrate your strengths and capabilities.