

Position: Area Sales Manager
Division: Consumer Healthcare
Department: Sales

Locations: Nagpur, Indore, Raipur, Lucknow, Patna, Cuttack, and Kolkata

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 companies
- Allocate appropriate face-to-face selling time to ensure optimal business results
- An aptitude for health together with strong learning agility and the ability to absorb and credibly convey complex scientific information to customers.
- 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.
- Tertiary qualification in business, science, pharmacology, or a related field.
- 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.
- Provide unmatched customer value for both external and internal customers

Basic Qualifications:

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

- Bachelor's degree
- 8 or more years of sales experience liaising with healthcare professionals and retailers
- Experience in the relevant therapeutic area, preferably OTC

You can apply by sharing your resume at 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.