

Area Sales Manager (Cardiology)-Chennai

Responsibilities

- Responsible for leading a team of MRs to achieve Sales targets. To handle Sales Promotion activities.
- Making Monthly doctor visiting plan for all MR team members and implement it effectively by regular follow-up and discussions with team members
- Organizing special meeting with doctors and healthcare professions through medical representatives according to his daily and monthly planning.
- Set-up campaign and awareness programs for patients & healthcare professionals.
- Keep in regular contact with team members and maintain healthy communication & relationship
- Organizing conferences and seminars for doctors and healthcare professions
- Generating New Business through the Team
- Fulfill all requirements of the team
- Reviewing sale and stock availability in assigned area
- Completing monthly, quarterly and yearly sales target
- Building relationships with Doctor and Healthcare professions
- Daily reporting to seniors about daily work, meetings and performance
- Market review of new products and services
- Keeping detailed record of contacts
- Regular attending monthly, quarterly and yearly meeting of company
- Keeping up to date about company products, services and schemes
- Monitoring activities, products and services of competitors

Qualifications

- Total work experience in Cardiology segment should be more than 5 years.
- Work experience as Area Sales Manager should be 2-3 years.
- In depth knowledge of pharma market (Cardiology) under Chennai head quarter

Hiring organization
Elbrit Life Sciences Ltd.

Industry
Cardiology

Job Location
Chennai, Tamil Nadu

Base Salary
₹ 5,00,000 - ₹ 8,00,000

Date posted
December 6, 2022