

Job Title: Business Development Manager

Location: Bangalore/ Hyderabad/ Nagpur/ Pune/Ahmedabad

Reporting to: Regional Sales Manager

Experience (Min –Max): 2 to 3 yrs

Job Description

Role and Responsibilities

- Manage all sales activities for the company product portfolio within the assigned region
- Establish & maintain close relationships with qualified medical professionals in an office, clinical, nursing facility, doctors, paramedical staff & purchase department to develop the business for the company
- Conduct market research to identify potential opportunities for growth
- Continuously focus on sales growth, execute marketing strategies and achieve/ exceed assigned sales target
- Actively monitor and report customer and competitor feedback.
- Provides after sales service and support to maintain positive customer relationships and identify other revenue growth opportunities
- Provide technical & educational information/ training through customer engagement activities
- Maintain accurate and up to date records of business dealings within assigned territory and submit required reports to the Regional Business Manager in a timely and accurate manner
- Establish and maintain long-term partnerships to support service offerings
- Manage and achieve key business performance indicators

Qualification and Key Skills

- Minimum Graduate in any stream
- Training skills required to effectively train customers and demonstrate Company products and services.
- Effective and creative customer problem solving skills
- Excellent verbal, written and presentation communication skills
- The candidate should have 2 to 3 years experience in selling of medical devices / pharmaceutical products (Critical Care / Anaesthesia) in hospitals

Key Skills and Abilities

- Good knowledge of local territories
- Proven expert prospecting, selling and negotiating skills in the medical device or related industry, including networking and partnering.
- Excellent Interpersonal skills, Communication, Influencing and negotiation skills – Effectively interact with external and internal stake holders to develop robust marketing plans
- Financial and Industrial business acumen
- Should be having an excellent sales track record