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| Job Title: | Regional Business Manager (AP, Telangana & Karnataka) |
| Location | Bangalore |
| Reporting to: | Sales Manager – West & South |
| Experience (Min –Max) | 8+ years exp with minimum 2+ years of man/ team management experience |

Role and Responsibilities

1. Manage all sales activities for the company product portfolio within the assigned region
2. 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.
3. Conduct market research to identify potential opportunities for growth
4. Continuously focus on sales growth, execute marketing strategies and achieve/ exceed assigned sales target.
5. Actively monitor and report customer and competitor feedback.
6. Provides after sales service and support to maintain positive customer relationships and identify other revenue growth opportunities
7. Provide technical & educational information/ training through customer engagement activities
8. Maintain accurate and up to date records of business dealings within assigned territory and submit required reports to the Senior Business Manager in a timely and accurate manner.
9. Establish and maintain long-term partnerships to support service offerings
10. Manage and achieve key business performance indicators

Qualification and Key Skills

- Minimum Graduate in any stream
- Expert knowledge of medical device or related industry
- Knowledge of company and competitor products
- 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 min 2 to 3 years B2B experience in selling of medical devices / medical equipment/ pharmaceutical products in hospitals.

Key Skills and Abilities

- Minimum 2 plus years of managerial experience, managing teams across locations
- 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