

## **Sales & Marketing**

**Position:** Therapy Manager/Area Manager

**Experience:** 2 - 6 Years (Oncology/Critical care/Contrast media)

**Location:** Hyderabad/Chennai

### **Role & responsibilities**

- To create and implement effective direct sales strategies
- To develop competencies and processes required to create an effective and efficient sales organization.
- To provide leadership through effective communication of vision, active coaching and development while comparing sales results to goals and taking appropriate action to correct when necessary.
- To provide sales management, budget control, compensation programs and incentive planning.
- To ensure effective hiring, orientation, training, development and retention of sales staff.
- To provide supervision through field visits, observations and measurement of results to include performance appraisals and salary reviews.
- To prepare monthly, quarterly and annual sales forecasts.
- To manage to meet / exceed monthly, quarterly and annual sales forecasts.
- To partner with the KOLs (Key Opinion Leaders) and Strategic Accounts in the development of key customer relationship management.
- To establish effective relationships and collaborations with other departments (Finance, Technical, HR, etc.) to address key business issues and opportunities.
- To organize trainings / seminars / symposium meets for scientific discussions with Medical Oncologists to create awareness about our product offerings in market.