



CAREER OPPORTUNITY



Sales Manager

Role

- Title: Sales Manager, reporting directly to the Managing Director.
- Reporting to him/her: Managers of the Export Sales, National Sales and Business Development.

Duties and Responsibilities

- Propose a strategic plan to the Managing Director to maximize the sales revenue.
- Manage alignment of resources within the Sales team to ensure sales forecasts and operational budgets are met or exceeded.
- Manage a successful sales team and ensure that the team consistently meets or exceed sales targets. Coordinate regular effective sales meetings to drive strategy and results.
- Identify opportunities to maximize the commercial potential.
- Analyse performance metrics and leverage data to effectively coach sales teams. Create reports for staff based on metrics gathered from internal systems.
- Actively manage the identification and sourcing prospective future business and bring new and reputable clients and sales in strategic growth areas.
- Participate in appropriate expos and industries conferences. Participate and collaborate on sales and prospecting trips and missions as appropriate.
- Identify, hire, develop and retain talents in the departments reporting to him/her; Work with sales leaders of National Sales, Export Sales and Business Development to make decisions about promoting or dismissing existing team members.

Qualifications and Experience

- Bachelor's degree in Business Administration or relevant degree.
- MBA will be considered as an advantage.
- Minimum 10 years of relevant experience in Pharmaceutical industry.
- Experience in multiple commercial functional business areas is preferred.
- Demonstrated understanding of customer segments and regional market dynamics within pharmaceutical industry.

Leadership requirements

- Is perceived leading from the front.
- Excellent Business and Analytic Acumen
- High level of integrity & ethical standards.
- Problem-solving abilities.
- Great cross functional collaborator who sets the company first.
- Results-oriented while focusing on the "journey" too.
- Ability to balance rigour with speed when decisions are to be made.
- Ability to balance challenge with support when leading/coaching.
- Strong analytical and communication skills.
- Commanding, visionary, affiliative, pacesetter, coaching.
- Self-confident and trustworthy.
- Doer.