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www.remédica.eu



## Area Sales Manager

### Role

Reporting directly to the Sales Manager, as an Area Sales Manager, you will be responsible for overseeing and growing the sales operations of Remedica in a particular regional territory.

### Duties and Responsibilities

- Manage alignment of resources within the assigned countries of responsibility to ensure sales forecasts and operational budgets are met or exceeded.
- Explore, identify, analyse and recommend new business opportunities.
- Build and maintain excellent relationship with customers under his/her supervision.
- Suggest marketing plans for the assigned countries of responsibility.
- Possess good knowledge of the performance, potential and characteristics of his/her assigned countries to facilitate planning and development of business.
- Make effective application of the data in all related sales activities and systems to ensure good maintenance of records.
- Acquire sales and market intelligence on issues such as competition, price, and project status.

### Qualifications for the job:

- Bachelor's Degree in Business Administration, Economics, or relevant Degree
- MBA will be considered an advantage
- Knowledge of Pharmaceutical procedures and GMP will be consider as an advantage.

### Experience:

- Prior experience of 3-5 years in relevant role is required.
- Experience in Pharmaceutical industry will be considered as an advantage.
- Demonstrated understanding of customer segments and regional market dynamics.

### Required Skills

- Effective negotiation and selling skills.
- Strong analytical and communication skills.
- Excellent Business and Analytic Acumen
- Problem-solving abilities.
- Results-oriented while focusing on the "journey" too.
- Commanding, visionary, affiliative.
- Excellent command of both written and spoken English
- Self-confident and trustworthy.
- High level of integrity and ethical standards.
- Considerable level of decision-making.

An attractive remuneration package depending on qualifications that includes 13<sup>th</sup> and 14<sup>th</sup> salary, Provident Fund, medical cover etc. is offered. Interested candidates should apply online through Remedica's website [www.remédica.eu](http://www.remédica.eu)