

We are looking for passionate sales manager who has API sales experience in Domestic market and Export market. The role is for Navi Mumbai location. Specific requirements: 8 - 10 years of experience in the pharmaceutical industry and at least 3 of those years in API sales in Southeast Asia, Middle East and / or India.

Job Description-

- Managing customer accounts for pharmaceutical companies to promote APIs and pharmaceutical intermediates.
- Business development particularly in Southeast Asia, Middle East and Indian subcontinent in countries like Malaysia, Vietnam, Thailand, Indonesia, Bangladesh, Pakistan and Philippines. A candidate with experience in these markets will be preferred.
- To Develop new opportunities and markets in different geographies, growing them and sustaining value of the company.
- Working with API customers in India for sales, business development and sales support.
- Developing, maintaining, and improving relationships with key contacts and decision makers at those accounts.
- Optimizing the relationship with established clients through both strategic and tactical means including but not limited to: Key Account Plans, Account Growth plans, Periodic Business Reviews, Client visits, etc.
- Developing, issuing, and monitoring Account Growth plans for relevant accounts. Implement continuous sales performance evaluations and improvements, to ensure a high level of customers satisfaction and retention.
- Maintain excellent understanding of the technical applications of the clients new & current products and keeping the customers abreast of such developments.
- Preparing meeting reports and monthly sales highlight reports as required.
- Supporting the rolling forecast by keeping CRM or equivalent databases properly up to date for all accounts managed according to the agreed guidelines.
- Ensuring the highest possible ethical standards are followed.

IF INTERESTED KINDLY SEND CV WITH BELOW DETAILS: