

Job Description	
Designation	Territory Sales Manager
Academic	Science Graduate/Pharmacy Graduate/MBA (MBA Preferred)
Experience	3-7 years of relevant experience
Reports to	Sales Manager
Location	Kolkata, Raipur, Panipat and Ranchi

Key Responsibilities
<ul style="list-style-type: none"> • Distribution channel management • Customer relationship management • Marketing initiatives in the territory • Relationship with purchase managers of all the leading hospitals in the territory • Good relationships with the intervention cardiologist in the territory • Territory knowledge of all customers in intervention cardiology • Taking initiatives to bring new business growth • Taking initiatives to bring new ideas/ out of box thinking. • Serious drive for the results • Serious growth of the area in the previous organization • Experience mixture of pharmaceuticals and medical devices.
Requisite Skills
<ul style="list-style-type: none"> • Ability to measure and analyze key performance indicators (ROI and KPIs) • Team Building • Excellent communication skills • Strong organizational skills with a problem-solving attitude