

## **JOB DESCRIPTION FOR MANAGER SALES DEPARTMENT**

**JD/SAL/MGR, R-00/12.11.2018**

**Company:** BIOPHARMAX INDIA PVT LTD

Biopharmax a member of the Biopharmax group, is a leading international design and construction company of Pharmaceutical, Biotechnological and Chemical (API) plants including critical, sterile systems and clean rooms. Biopharmax has more than 40 years of experience in execution of projects for the Pharmaceutical and Biotechnological industries on a "turnkey" basis.

**Requirement:** Looking for a competitive and trustworthy Sales Manager to help us build up our business activities. Person will be responsible for discovering and pursuing new sales prospects and maintaining customer satisfaction.

The goal is to meet and surpass the company's expectations to drive rapid and sustainable growth

**Salary:** Negotiable. (Fixed + Variable components).

**Location:** Work from own region.

**Experience:** Minimum 8 years' experience in marketing / sales of equipment to the Pharma/Biotech manufacturer industry or turnkey projects to related industries

### **Job Description:**

- Deep Knowledge of Pharma & Biotech manufacturing Industry.
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products/ services
- Generate leads
- Maintain healthy sales pipeline
- Develop good relationship with client
- Attend trade exhibitions, conferences and meetings; Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Achieve monthly, quarterly & yearly targets
- Report on daily, weekly basis

**Candidate Profile:**

- Proven experience as a sales executive or relevant role
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Able to conduct discussions with clients confidently
- Well acquainted with the pharmaceutical manufacturer industry will be an advantage
- Must have very good communication skills in English. Multi regional languages is better.
- Perseverance & patience
- Excellent interpersonal skills

**Qualification:**

- Engineer by profession
- MBA (Sales/ Marketing)
- Aptitude for sales