

JOB DESCRIPTION

JOB TITLE	SALES EXECUTIVE – HEALTH CARE
REPORTING TO	HEAD OF SALES
Duties and Responsibilities: <ul style="list-style-type: none"> • Research and recommend prospects for new business ideas. • Build and maintain relationships with clients. • Booking Appointments for existing and potential clients • Presenting products to doctors, pharmacists, and other clients • Working towards meeting the Annual sales targets that are set. • Keeping records of sales to track the performance during the year • Collect and analyze information by preparing data and sales reports. • Preparation of reports required by Finance team for decision making in terms of forecasting and projection. • Perform any other duty as assigned by the management. 	
Education	<ul style="list-style-type: none"> • BSC degree in Life Sciences – Biology/Pharmacy or Bio medical Sciences • A certificate in Sales and Marketing
Experience	<ul style="list-style-type: none"> • At least 2 years’ experience. • Proven capability to prioritize and manage multiple assignments and meet established deadlines while managing stakeholder expectations.
Knowledge & skills requirements	<ul style="list-style-type: none"> • Ability to effectively interact with peers, internal stakeholders, vendors, and service providers. • Excellent sales and negotiation skills • Good planning and organizational skills • Should have commercial and business awareness. • Flexibility to cope with frequent changes in products and Health care systems