

Reference ID: SRE_HO

Sr. Executive – Institutional Sales (Grade E3)

Male candidate with pleasant personality, good communication skills, computer knowledge and local market knowledge.

Vacant Position: 1

Type of Position: Permanent

Job Location: Head Office, Okhla, Phase - III

Age: up to 30 yrs

Work Experience: 4 to 5 years medical sales experience (pharmaceutical is preferable)

Qualification: University Graduate in Life Sciences, Pharmacy or related field

Remuneration: Rs. 4 to 5 lac per annum

Special Skills, Mental or Personality Requirements:

- 2-wheeler license is necessary and 4-wheeler license is most favorable.
- Should have medical sales experience.
- Should have strong negotiation skills.
- Should have good communication skills, comfortable to work with team, punctual, polite to others, responsible and sincere towards the job.
- Languages known: English & Hindi

Job responsibilities:

- Promote Yakult through doctors, nutritionists, pharmacies and other medical stores.
- Implement different strategies to be able to influence the doctor/nutritionist to start recommending Yakult to their patients.
- Follow up with doctors to get their feedback on the product.
- Organize CMEs in hospitals with doctors and other healthcare professionals for an expert to be able to make a presentation to them on probiotics. Yakult and its benefits.
- Achieve a set target for sales of Yakult on a month-on-month basis in hospital/pharmacies.
- Negotiating sales contracts and agreements.