

<https://targetjob.govhelp.in/job/director-of-sales-job-card-hiring-vacancy-in-cipla/>

Director of Sales – Job Card – Hiring Vacancy in Cipla

Job Location

India
Remote work from: IND

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Base Salary

USD 18 - USD 24

Qualifications

12th/Graduate

Employment Type

Full-time

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Description

Director of Sales

Join Cipla, a leading global pharmaceutical company, and become the Director of Sales who shapes the future of healthcare through visionary leadership and strategic sales excellence! In this pivotal role, you'll spearhead our sales operations, driving growth and market share across key therapeutic segments. If you possess a proven track record of success, a passion for the healthcare industry, and a commitment to building high-performing teams, we encourage you to apply!

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Responsibilities:

Develop and implement comprehensive sales strategies for assigned therapeutic segments, aligning with overall business objectives.

Lead and motivate a high-performing sales team, fostering a culture of collaboration, accountability, and continuous learning.

Build strong relationships with key stakeholders, including healthcare providers, distributors, and regulatory bodies.

Negotiate and secure strategic partnerships to expand market reach and distribution channels.

Analyze market trends and competitor landscape, identifying new opportunities for growth and market penetration.

Develop and implement effective sales training and development programs to enhance team performance.

Monitor and track sales performance metrics, identifying areas for improvement and implementing corrective actions.

Hiring organization

Cipla

Date posted

February 22, 2024

Valid through

31.08.2024

APPLY NOW

Ensure compliance with all relevant regulations and ethical guidelines.

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Cipla Careers

Skills:

- Strong understanding of the Indian healthcare landscape and key therapeutic segments.
- Excellent leadership, communication, interpersonal, and negotiation skills.
- Ability to build and motivate high-performing teams in a dynamic environment.
- Strategic thinking and analytical skills with a data-driven approach.
- Strong commercial acumen and understanding of market dynamics.
- Commitment to ethical business practices and compliance with regulatory guidelines.

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