

## Director of Sales – Latest Job Notification – Cipla Careers For Freshers

**Hiring organization**  
Cipla

### Job Location

India  
Remote work from: IND

**Date posted**  
February 16, 2024

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**Valid through**  
31.08.2024

### Base Salary

USD 14 - USD 25

APPLY NOW

### Qualifications

12th/Graduate

### Employment Type

Full-time

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### Description

## Director of Sales

Cipla, a global leader in pharmaceuticals, is seeking a visionary and results-oriented Director of Sales to join our dynamic team! In this strategic leadership role, you will be responsible for spearheading our sales efforts across [Specific Region/Market], building high-performing teams, and exceeding ambitious growth targets. If you are a seasoned sales professional with a proven track record of success in the pharmaceutical industry, possess exceptional leadership skills, and are passionate about making a positive impact on people's lives, we encourage you to apply!

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#### Responsibilities:

- **Strategic Leadership:** Develop and execute data-driven sales strategies aligned with regional and national objectives, identifying and capitalizing on market opportunities.
- **Team Management & Development:** Build, lead, and inspire a high-performing sales team, fostering a culture of collaboration, accountability, and continuous learning.
- **Channel Management:** Oversee and optimize sales performance across diverse channels (distributors, hospitals, etc.), ensuring effective collaboration and achieving targeted results.
- **Product Portfolio Management:** Drive effective launch and promotion of Cipla's product portfolio within your assigned region, leveraging market insights and building strong relationships with healthcare professionals.
- **Business Development & Negotiation:** Secure new business

opportunities, negotiate lucrative contracts, and expand Cipla's market reach within the region.

- **Performance Analysis & Reporting:** Regularly monitor sales performance, analyze data, identify trends, and provide insightful reports to inform strategic decision-making.
- **Compliance & Ethics:** Ensure adherence to all regulatory guidelines, ethical practices, and company policies within your sales team.

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### Cipla Careers

#### Skills:

- Excellent communication and interpersonal skills.
- Strong understanding of the Indian healthcare landscape and pharmaceutical market.
- Target-oriented and driven to achieve sales goals.
- Ability to work independently and as part of a team in a fast-paced environment.
- Proficiency in CRM systems and basic computer skills.

**Tags:** Cipla , recruitment, job opportunities, career, hiring, job search, job application, Cipla careers, work at Cipla , job openings, job vacancies, job opportunities at Cipla , Cipla jobs, Cipla recruitment 2024, Cipla hiring 2024

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