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Internal sales Executive – Latest Job Notification – Mankind Pharma Careers

Hiring organization
Mankind Pharma

Job Location

India
Remote work from: IND

Date posted

February 23, 2024

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Valid through

31.08.2024

Base Salary

USD 18 - USD 25

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Qualifications

12th/Graduate

Employment Type

Full-time

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Description

Internal sales Executive

Are you a driven and results-oriented individual with a passion for the pharmaceutical industry? Do you possess exceptional communication and relationship-building skills, thriving in a dynamic and target-driven environment? If you're looking for a rewarding career opportunity to contribute to the success of a leading Indian pharmaceutical company, then the Internal Sales Executive role at Mankind Pharma could be your perfect fit!

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Responsibilities:

- **Territory management:** Develop and execute effective sales strategies for your assigned territory, achieving individual and team sales targets consistently.
- **Product knowledge:** Gain in-depth understanding of Mankind Pharma's product portfolio, highlighting key features, benefits, and value propositions to healthcare professionals.
- **Relationship building:** Build strong and sustainable relationships with doctors, pharmacists, and other healthcare professionals, fostering trust and loyalty towards Mankind Pharma's brands.
- **Presentations and negotiations:** Deliver impactful product presentations, negotiate effectively with healthcare professionals, and secure commitments

for product purchases.

- **Market research and analysis:** Stay informed about market trends, competitor activities, and customer needs, providing valuable insights to support strategic decision-making.
- **Reporting and analysis:** Prepare regular sales reports, analyze performance data, and contribute to sales forecasting and planning initiatives.
- **Compliance and ethics:** Ensure all sales activities adhere to company policies, ethical guidelines, and regulatory requirements.

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Mankind Careers

Skills:

- Bachelor's degree in Pharmacy, Science, or a related field (preferred).
- 1-2 years of experience in pharmaceutical sales or a related field (preferred).
- Proven track record of exceeding sales targets and achieving successful deal closures.
- Excellent communication, interpersonal, and presentation skills with the ability to build rapport and influence healthcare professionals.
- Strong analytical and problem-solving skills to identify customer needs and present effective solutions.
- Time management and organizational skills to manage multiple tasks efficiently and prioritize effectively.
- Proficient in MS Office Suite and CRM software (a plus).
- Knowledge of the Indian pharmaceutical market and key players (a plus).
- Passion for the pharmaceutical industry and a strong understanding of healthcare professional needs (a plus).

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

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