



Job Description

Job title: Key Account Manager (KAM)

Work Location: Chandigarh, Kolkata, Mumbai, Delhi

Division/Department: Neurocare

CTC: 10 LPA.

Purpose of the position (Brief Overview)

- Responsibilities equivalent to the Regional Managers.
- Responsible for driving the Sales of his/her territory for surpassing zonal revenue targets.

Essential Duties and Responsibilities:

- Self –
 - To achieve primary and secondary sales targets and growth objectives assigned for his/her territory.
 - Prepare monthly, quarterly sales forecasts and chase it with meticulous planning and Account Management.
 - Establish productive and professional relationships with all the stake holders of his/her territory such as HCPs, Stockists, Pharmacies, Purchase department of different accounts and support staff of the account to name a few.

Education and Work Experience Requirements: Science Graduate, around 2-4 Years' experience in Pharma Sales.

Critical Competencies, Skills, Knowledge & attributes:

- Should be a people's person with Strong team work attitude.
- Should possess Professional manners and etiquettes.
- Self-motivated with a results-driven approach – excellent with negotiation skills.

Desirable: MBA/ Diploma in Marketing.

Communicate: Ms.Rinita Saha

E-mail – hr.corp@apsplacement.com

M: 9830160357, L: 033 2566 4414