



Job Description

Job title: Key Account Manager

Work Location: Pan India.

CTC – 4.5 LPA.

Segment: Critical Care.

Purpose of the position (Brief Overview)

Responsible for a Good Hygiene base Business with an objective of Brand Promotion, Strategies Implementation and Execution effectively, as this post is actual face of the company in-front of Doctors, so must have to well versed interns of knowledge, products USP's and well groomed.

Essential Duties and Responsibilities:

- Prepare proper Standard Tour Plan as well as Monthly Tour Plan and maintaining the same throughout the month, least deviation is required.
- Pre-call Planning and Post call analysis is must required for any successful productive call.
- New territory Development.

Education and Work Experience Requirements:

Graduate with Minimum 1-2 Years' experience in Pharma sales with communication skill and customer handling.

Critical Competencies, Skills, Knowledge & attributes:

- Strong communication skills with very good product knowledge.
- Should possess Professional manners and etiquettes.
- Good relation with K.B.L/K.O.L of his territory.

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