



## Job Description

**Job title: Regional Sales Manager (1ST Line Manager)**

**Work Location: Kolkata (West Bengal)**

**Division/Department: Criticare Sales**

**CTC: 10 LPA**

### **Purpose of the position (Brief Overview)**

- Responsible for Driving the Sales Team with an objective of Brand Promotion, Strategies Implementation and Execution effectively, Generate Hygiene Business (specially profit generating brands to the organisation & obviously maintain a rational gap of outstanding between stockist & CFA) to achieve the projected Budget and ensuring at-least one KAM or Sr. KAM to come up with next position roles & responsibilities.

### **Essential Duties and Responsibilities:**

- Develop and implement effective sales strategies.
- Lead sales team members to achieve sales targets.
- Establish productive and professional relationships with key personnel in assigned customer accounts.
- Negotiate and close agreements with large customers.
- Monitor and analyze performance metrics and suggest improvements
- Prepare monthly, quarterly sales forecasts

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

**Communicate:** Ms.Rinita Saha  
E-mail – [hr.corp@apsplacement.com](mailto:hr.corp@apsplacement.com)  
**M:** 9830160357, **L:** 033 2566 4414