

JOB DESCRIPTION

Position Title	Area Sales Manager	External Key Customers	Doctors, KOLs
Business Unit	S3V Vascular Technologies Pvt. Ltd.	Internal Key Departments	Marketing & Sales Team, Materials Management, Finance and Accounts, RA and CQA
Reports To	Marketing Head	Territory Covered	-
Location	Bangalore / Hyderabad / Vijayawada	Role Type (IC / Supervisor)	Individual contributor/Supervisor
Salary	Negotiable as per Industry Standards		

About S3V Vascular	S3V Vascular Technologies is an ISO 13485 and 9001 certified company involved in the manufacture of Cardiovascular Medical devices and Critical Care products such as Drug Eluting Stents, Bare Metal Stents, PTCA Catheters and Aspiration Catheters. S3V Vascular being a technology and quality focussed company aims to differentiate itself through New Generation technology which helps in patients to get quality medical devices at a cost effective price.
Role Overview	<ul style="list-style-type: none"> Responsible for developing & supporting the allotted area which consists; <ul style="list-style-type: none"> Work effectively on Product Portfolio Management and Field Execution; Identifying the potential customer base and maintaining the current customers; Responsible for promotional, awareness & training initiatives; Coordination with various stakeholders like Marketing, Franchise/Regional Marketing, Supply Chain, Distributions & Planning team
Illustrative Responsibilities	<ul style="list-style-type: none"> Reaching the targets and goals set for your target area Increasing business opportunities through various routes in the market Setting sales targets for individual reps and the Sales team Recruiting and training sales staff Allocating domain and responsibilities to sales representatives Developing sales strategies and setting targets Compiling and analysing sales figures Handling Major Customer Account

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Preferable Requirements	<ul style="list-style-type: none"> • Minimum experience of 3-5 years in a reputed Pharmaceutical Company in Cardiology Division • Graduate/Post Graduate • Sales Supervisory experience would be an added advantage
Leadership Imperatives	<p><i>CONNECT - Develop deep insights into the needs of our patients, customers, markets and communities.</i></p> <ul style="list-style-type: none"> • Cultivate external relationships and partnerships • Be insight-driven to uncover unmet needs • Forge internal collaboration across levels of the enterprise <p><i>SHAPE – Drive innovation; anticipate and shape industry and market changes to advance health care globally.</i></p> <ul style="list-style-type: none"> • Translate insights into innovative and viable products or solutions that create value • Challenge the status quo; lead and adapt to change • Take and properly manage risks <p><i>LEAD – Create an environment where leadership and talent development is top priority.</i></p> <ul style="list-style-type: none"> • Take ownership for and/or support talent acquisition, performance and development of self and others • Leverage diverse perspectives, backgrounds and talent • Engage in transparent and constructive conversations <p><i>DELIVER – Deliver results by inspiring and mobilizing people and teams.</i></p> <ul style="list-style-type: none"> • Empower people to act with speed, agility and ensure accountability • Demonstrate a global and/or enterprise-wide mind set • Align goals with short- and long-term strategies

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Quality, Regulatory & Compliance (QRC) Responsibilities	<ul style="list-style-type: none"> • Understand product complaint & adverse event reporting responsibility and report such events within 24 hours of becoming aware. • Attend applicable training sessions and work as per the applicable SOPs. • Follow Bio-Safety practices while handling complaint samples and while working in the field • Use product samples, demo units when issued; for the designated purpose only. • Report any evidence of product tampering, diversion and counterfeiting to the Brand Integrity function • Participate in execution of Field Action (Product Recall, Distribution of Field Safety Alerts, etc.) and complete the assigned tasks in a timely manner • Promotional materials used in the field are duly approved through the Copy Review process
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Note: *This description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job.*