

Job description

We are seeking an experienced **Area Sales Manager / Marketing Executives** to drive the growth and sales of our ortho / spinal implants in the assigned region. The ideal candidate will have a deep understanding of the ortho implants industry and a proven track record of success in sales, business development, or marketing.

Requirements: -

- Candidates from **ORTHO IMPLANTS-TRAUMA / SPINE** are highly preferred.
- Plan monthly, weekly, and daily tour program & submit to reporting manager.
- Discuss & Execute jointly tour visit with RSM in the potential area for lead conversion
- Daily visits to doctors, distributors, and surgeons, for sales and revenue generation.
- Prepare and deliver appropriate presentations on products, explain a product advantage/benefits, USP to doctors, surgeons, distributors and generate sales.
- Listen, understand doctors, surgeons, distributors problems and provide solutions.
- Responsible for the achievement of sales and operational targets as decided.
- Maintaining excellent rapport with the existing distributor and surgeons.
- Timely submission of the daily report, expense statement, and update ongoing progress status report.
- Perform Distributor management inventories level management, order deliveries, and payment follow-ups
- Strong coordination & closely follow up at all levels for any open queries and problem.
- Achieve monthly, quarterly, and annual sales targets for Primary, secondary and instruments in a given area.
- Smooth functioning of channel (stockiest) by ensuring optimum stock for primary, secondary & instruments
- Follow up for payment recovery on time and zero outstanding with distributors
- Provide various MIS data to management for strategic decision

Location - Delhi, Chandigarh, Ludhiana, Pune, Bangalore, Odissa, Kanpur, Jaipur, Kerala, Tamil Nadu, Karnataka.

Interested Candidates can reach on

WhatsApp- 7290005414

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