

## **Regional/ Zonal Sales Manager**

### ***Job description***

We are a globally active provider of world-leading Medical Device- orthopaedics, currently looking to add a Zonal Manager with previous medical devices management experience.

The Zonal Manager will be the front of the company and will have the dedication to create and apply an effective sales strategy. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with distributors.

### ***Key responsibilities***

- Identify new clients in non-covered regions and develop and maintain strong, productive working and personal relationships at all leadership levels.
- Define and execute pre-and after-sales strategies in the territory.
- Become a point of reference for product knowledge and provide training to the local distribution network.
- Organise product promotion and awareness events across the clinical accounts network to drive customer engagement.
- Manage the accounts network that is responsible for selling the company products  
Provide management reports as required.

### ***Key qualifications and experience***

- Previous management experience with medical devices sales & business development.
- Experience and knowledge of Orthopaedic devices, ideally with its own network within the field.
- Degree-level education or equivalent in a relevant field.
- Outstanding communication, negotiation and presentation skills.
- Ability and willingness to travel up to 50% of the time.

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

Profile :- Zonal/Regional Sales Manager (Orthopaedics Implants)

Exp:- 5 years+.

Salary :- Best in Industry.

### **Key responsibilities**

Identify new clients in non-covered regions and develop and maintain strong, productive working and personal relationships at all leadership levels

Define and execute pre-and after-sales strategies in the territory

Become a point of reference for product knowledge and provide training to the local distribution network

Organise product promotion and awareness events across the clinical accounts network to drive customer engagement

Manage the accounts network that is responsible for selling the company products

Provide management reports as required

### **Key qualifications and experience**

Previous management experience with Orthopaedics sales & business development

Experience and knowledge of Orthopaedics implants, ideally with its own network within the field

Degree-level education or equivalent in a relevant field

Outstanding communication, negotiation and presentation skills

Ability and willingness to travel up to 50% of the time.

Candidates with orthopaedics implants sales only.

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

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Share your updated CV on [hr1@xlo.in](mailto:hr1@xlo.in) , [hr@xlo.in](mailto:hr@xlo.in)

WhatsApp 7290005414