

Scientific Divisional Manager

Division

Critical Care

Reporting To

Deputy General Manager

Job Summary

The Scientific Divisional Manager will oversee the operations and performance of the critical care division across multiple territories within the assigned state or region. This role involves strategic planning, team leadership, and market analysis to drive sales growth, manage key accounts, and ensure the achievement of division-level targets. The Scientific Divisional Manager will work closely with Group Account Managers and Key Account Managers to strengthen market presence and enhance customer satisfaction.

Key Responsibilities

1. **Strategic Planning and Sales Achievement**
 - Develop and implement divisional sales strategies to achieve monthly, quarterly, and annual revenue targets.
 - Monitor and analyse sales performance across territories, identifying areas for improvement and implementing corrective actions.
 - Ensure consistent growth in the critical care product portfolio within the assigned region.
2. **Team Management**
 - Lead, mentor, and motivate a team of Group Account Managers (GAMs) and Key Account Managers (KAMs).
 - Conduct regular team meetings to review performance, share best practices, and align on business objectives.
 - Identify training needs and coordinate with internal training teams to enhance team skills and knowledge.
3. **Key Account and Stakeholder Engagement**
 - Build and maintain strong relationships with senior decision-makers in hospitals, healthcare institutions, and distributors.
 - Support the team in mapping and managing key accounts to ensure long-term partnerships.
 - Act as the escalation point for resolving critical issues related to accounts, supply, or customer service.
4. **Market Intelligence and Strategy**
 - Conduct market research to identify emerging trends, competitor activities, and potential growth opportunities.
 - Provide strategic feedback to the Deputy General Manager and marketing team for product positioning, pricing, and promotional activities.
 - Collaborate on initiatives like Continuing Medical Education (CME) programs to strengthen product awareness and acceptance.
5. **Compliance and Reporting**
 - Ensure all sales activities comply with company policies, ethical standards, and regulatory requirements.
 - Review and validate sales reports, expense statements, and customer visit data submitted by the team.

Hiring organization

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Job Location

Tamil Nadu

Date posted

January 23, 2025

- Provide comprehensive updates on divisional performance to the Deputy General Manager and senior management.

6. Cross-functional Collaboration

- Work closely with supply chain, marketing, and medical affairs teams to ensure seamless operations.
- Participate in cross-functional meetings to align on goals, strategies, and resource allocation.

Key Skills Required

- Strong leadership, team management, and interpersonal skills.
- In-depth understanding of critical care products and market dynamics.
- Proficiency in strategic planning, decision-making, and problem-solving.
- Excellent communication, negotiation, and presentation abilities.

Qualifications

- **Education:** Bachelor's degree in Science/Pharmacy (B.Sc./B. Pharma preferred). A master's degree in business administration (MBA) is a plus.
- **Experience:** 7-10 years of experience in the pharmaceutical industry, with a minimum of 3-5 years in a managerial role handling critical care.
- **Other:** Willingness to travel extensively within the assigned state/region.

Job Benefits

- Attractive salary, performance incentives, and allowances.
- Opportunities for career advancement and leadership development.
- Exposure to strategic decision-making and market expansion projects.