

Group Account Manager

Division

Critical Care

Reporting To

Group Account Manager

Job Summary

The Group Account Manager (GAM) will be responsible for driving sales, managing accounts, and leading the operations of the critical care division in the assigned territories. This role focuses on achieving sales targets, managing customer relationships, and supporting the Scientific Divisional Manager in implementing strategic initiatives. The GAM will also supervise and mentor Key Account Managers (KAMs) to ensure smooth execution of divisional objectives and enhance market presence.

Key Responsibilities

Key Responsibilities:

1. Sales Performance and Target Achievement

- Develop and execute area-level sales plans aligned with divisional strategies to achieve monthly, quarterly, and annual sales targets.
- Monitor sales performance and analyse data to identify growth opportunities or areas requiring improvement.
- Ensure continuous growth and market penetration for critical care products in Trichy and Salem.

1. Account Management

- Build and maintain relationships with hospitals, healthcare providers, and distributors within the assigned territory.
- Conduct regular customer visits to understand needs, provide solutions, and drive product usage.
- Assist in managing key accounts, ensuring high levels of satisfaction and long-term partnerships.

1. Team Leadership and Development

- Supervise and guide Key Account Managers (KAMs) to achieve individual and team targets.
- Conduct regular meetings with the team to review performance, share best practices, and align on objectives.
- Identify training needs and work with the Scientific Divisional Manager to arrange appropriate skill development programs.

1. Market Research and Intelligence

- Gather insights on market trends, competitor activities, and customer preferences to identify new opportunities.
- Provide actionable feedback to the Scientific Divisional Manager for strategy refinement and execution.

Hiring organization

AIONIOS

Employment Type

Full-time

Job Location

Mumbai

Date posted

June 23, 2026

Valid through

10.07.2026

- Support initiatives like Continuing Medical Education (CME) programs to improve product visibility and acceptance.

1. **Operational Compliance and Reporting**

- Ensure all sales activities adhere to company policies, ethical standards, and regulatory guidelines.
- Submit accurate and timely reports on sales performance, expenses, and customer visits to the Scientific Divisional Manager.
- Collaborate with supply chain and customer service teams to ensure timely product delivery and issue resolution.

1. **Collaboration and Coordination**

- Work closely with cross-functional teams, including marketing, medical affairs, and supply chain, to ensure seamless operations.
- Actively participate in divisional meetings and share insights for continuous improvement.

Key Skills Required

Key Skills Required:

- Strong interpersonal, leadership, and communication skills.
- Sound knowledge of critical care products and the healthcare market.
- Ability to analyze data, strategize, and make informed decisions.

Excellent problem-solving and negotiation abilities.

Qualifications

- **Qualifications:**
 - **Education:** Bachelor's degree in Science/Pharmacy (B.Sc./B. Pharma preferred).
 - **Experience:**
 - 3-4 years of pharmaceutical sales experience, with at least 2 years in a managerial role handling critical care or related portfolios.
 - Proven track record of achieving sales targets and managing teams.

Job Benefits

- Competitive salary and incentives.
- Opportunities for career growth and professional development.