

Position Title: Senior Inside Sales Executive – Commercial Sales

Department: Commercial Sales

Location: Dehradun

Reports To: Commercial Sales Manager

Scope of Work/Objective:

We are looking for a highly skilled, self-motivated Business Development Executive to join our fast-paced Healthcare Corporate Selling division. Being a member of the Commercial Sales Team, you will be at the forefront of featuring Journals Reprints, advertising sales, Supplements and sponsored subscriptions to Pharmaceutical & Medical devices companies in India. The ideal candidate will have extensive experience and a viable network within the Pharma and Healthcare Industry. The Business Development executive develops, maintains and interacts primarily utilizing the phone and other forms of electronic communication to a broad scope of new and existing customers to generate leads for Commercial sales division.

Job Requirement

- Maintaining a high level of activity by cold calling on an existing/new database of clients/prospects with a view of pitching Sage marketing Solutions which includes Journal & Article Reprints / banner Advertisements / Sponsored Subscriptions & Supplements to Indian Pharmaceutical Companies on Pan India Level.
- Responsible for lead generation & building healthy opportunity pipeline by prospecting the data to ensure Commercial Sales division should achieve and exceed annual sales numbers.
- Generating well-qualified appointments/ teleconferences for the Commercial Sales Manager with key decision makers. Ability to set, generate meetings and sense opportunities on phone.
- Tapping Pharma Sponsors of annual Medical Conferences planned across India & promoting related articles to them for sponsorship during the conference as part of their bonus distribution plan.
- Works closely with Product Managers / Brand Managers and Marketing Managers to understand their scientific input requirements & provide them related information through E-mail. Assist them with proposals, Quotations and Authorisation letters appropriately.
- Sending Promotional Mails to Prospect clients regarding recent updates published in SAGE journals related to specific Therapy area / Molecules on daily basis.
- Establish, develop and maintain positive business and customer relationships with Pharma Companies & Medical Societies in India.
- Initiates and coordinates development of action plans to penetrate new markets for Journal Reprints.

- Supports Commercial sales Manager by providing sales data, market trends, forecasts, account analyses, new product information; Research on New launched Molecules and Competitive Products.
- Monitors budgets by comparing and analysing actual results with plans and forecasts.
- Accomplishes organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Demonstrates positively Company's mission, vision, value statements, reputation and code of ethics, standards, policies and procedures internally and throughout the marketplace.

Desired Candidate

- Holds Bachelor's Degree preferably in Sciences / Pharmacy.
- Minimum of Two to three years of experience in the Inside Sales (preferably outbound calls) handling Corporate Clients is mandatory.
- Understanding of Pharma/Healthcare business and strongly networked within the given industry.
- Excellent English verbal and written communication skills is a MUST with the ability to multi-task
- A go-getter with the ability to work under pressure
- Excellent time management and project management skills
- Excellent email articulation, Excel & Power-Point skills
- Professional demeanour to maintain and enhance relationships.