

JOB DESCRIPTION: Area Manager –Sales

Position: Area Manager – Sales

Based out of: Bangalore

Reporting: Sales Manager - Instruments

Area of Operations: Karnataka

Position Details:

- Accountable for achieving monthly / Quarterly / Annual Sales Budget.
- Responsible for continuous lead generation to increase sales.
- Establish excellent working relationships across all Functions to ensure on time delivery to customers.
- Understand the market, customers, competition, products and price levels to drive execution and customer satisfaction.
- Identify new potential markets / products for Business development.
- To support building of Market Intelligence / profiles and accurate forecasting on periodical basis.
- Continuously improve knowledge at both product /business level.

Candidate Profile:

- B.Sc. (Any branch of Biology), M.Sc. preferable.
- 1-3 Years' Instrument Sales experience in Life Science Market of Karnataka.
- Good written / spoken communication Skills.

Competencies

- Teamwork and collaboration
- Result Orientation
- Creativity and Innovation
- Integrity and Compliance
- Customer focus