

Job description



Job title: *Technical Sales Manager – Pharmaceutical*

Department: *Processing*

Job Description:

- Actively works with Business Units, Strategic Partners to develop and grow sales and promote Company's brand and products in pharmaceutical industry in China.
- To play a key role in Company's entry to the pharmaceutical market and implement Company's marketing strategy. Develops and manages territory and key account sales.


Responsibilities:

Sales and Customer Management

- Ensure solution sales and profitability objectives are met
- Understanding of the pharmaceutical industry- the major players, economics, growth subsectors, industrial standard, product requirements, the production process and technical/economic/regulatory issues
- Customer relationships are developed, achieving account penetration with excellent customer satisfaction management
- Aggressively and creatively identifies and pursues new business opportunities with potential accounts
- Develops in depth knowledge about customer culture, organization relationships, competitive issues, potential opportunities, etc. and transfers this knowledge to the organization for use in business maintenance and growth
- Supports marketing in growing sales that covers portfolio in use of competitive tools and technologies
- Negotiates contracts and sales agreements with customers

Technical Support

- Utilizes up to developing knowledge about portfolio, current and potential applications to support customer needs

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- To identify and understand complex technical/economic issues and secure the resources necessary to address the issues.
 - Builds relationships and communicates regularly with Business Unit and other functional organizations to optimize value-added service to customer
 - Customer training and education is provided, when necessary, to support customer use of products and/or development of new products
 - Develops a working knowledge of advantages and disadvantages of competitive tools and technologies that impact Company objectives.
 - Supports project execution at customer sites

Communications

Communication skills are highly developed and are utilized to:

- The ability to communicate in English on complex issues effectively internally to secure resources and externally with related suppliers and customers.
- Assemble all key message that provide useful points and are submitted within agreed timeframes
- Enable management and other relevant functions and employees to understand markets, problems, needs, and competitive developments in order to effectively support customer needs and plan strategies and objectives
- Disseminate information to customers or internally to Company in a way that effectively meets the specific need

Requirements:

- Bachelor degree with major in economics or marketing or sales
- At least 5 years working experience in Key Account fields in MNC, FMCG industry background is highly preferred
- Effective communication and interpersonal skills, strong in client management.
- Good analytical skills and strong business sense
- Personal drive, assertive, and good leadership potential
- Fluent spoken and written English