

Area Sales Manager

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Company: Smith+Nephew

Location: India

Category: other-general

Area Sales Manager – Recon, Ahmedabad India

Life Unlimited.

At Smith+Nephew, we design and manufacture technology that takes the limits off living!

Area Sales Manager is a sales/business development professional responsible for maintaining customer relationships, achieving sales targets, and ensuring efficient sales operations within a specific geographic area.

What will you be doing?

The Area Sales Manager is responsible for developing defined Market, meeting new customer, attending surgeries, and developing relation with surgeons.

The role includes:

Identifying key accounts, networking, focusing and building good relations with (Key Opinion Leaders) KOL's of all major accounts (decision makers).

Analyzing (Healthcare Professionals) HCP's requirements and developing the business.

Responsible for developing and driving sales through private & govt. institutions and tender based business.

Organizing CME's, participating in conferences, conducting patient awareness programs to spread awareness about products.

Achieving sales target & maintain sales track records.

Preparing and updating Master call list, Potential doctors list, Daily Reports and Special

Campaign Reports.

Ethically promoting products to HCP's, Hospitals & Institution.

Adherence to Company's Code of Conduct.

What will you need to be successful?

Successful candidates would need the following:

Graduate with minimum 2-7 years of Relevant industry experience.

Proficient knowledge and Experience in Surgical Sector/Orthopedics industry.

Good interpersonal and communication skills

Self-Driven and result oriented approach

Travel Requirements: <50-75%

You. Unlimited.

We believe in creating the greatest good for society. Our strongest investments are in our people and the patients we serve.

Inclusion, Diversity and Equity- Committed to Welcoming, Celebrating and Thriving on Diversity, Learn more about on our website ().

Your Future: Medical coverage + Policy exclusions and insurance non-medical limit.

Work/Life Balance: Flexible Personal/Vacation Time Off, Privilege Leave, Floater Leave.

Your Wellbeing: Parents / Parents in Law's Insurance, Employee Assistance Program, Parental Leave.

Flexibility : Hybrid Work Model (For most professional roles)

Training Hands-On, Team-Customized, Mentorship

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