

## Sr. Area Sales Manager, Diagnostics (Patna)

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Company: Thermo Fisher Scientific

Location: India

Category: other-general

Work with Channel Partner/Customer for various product line related to Clinical Microbiology.

Responsible for overall business development activities in the assigned territories and Customer for Specialty Diagnostic Product Line.

Lead Business development initiatives in the region, improve market share in major key accounts. work closely with the KOL sites in region for business initiation, retention, and growth.

Effective management and monitoring of sales funnel/bowler and timely submission of reports.

Support and manage channel partners by providing them the necessary techno-commercial support.

Responsible for growing profitable sales in region using cost efficient methods

Use and implement SFDC with channels and maintain monthly monitoring tool

Support distributors by navigating continuous product trainings, resource allocation and engagement to grow Diagnostic Business.

Work collaboratively with Govt sales, Focus/key Account manager, Marketing, application, and service team to achieve business objective

Identification and nurturing of KOL's from the Healthcare professionals from Diagnostic

segment.

Lead Key Initiative for the product line set by the Management in the assigned Territories and Customers.

Coordination & Execution of commercial -activities to drive growth in all product-lines.

Development and advancement of KOL sites in the region and have continuous engagement drive for product line.

Co-working with sales & marketing team of channels for market penetration & effective utilization of resources.

Collect, collate, and provide market intelligence.

Synergize with the Marketing /product management team to cater all technical queries of the customers. Ensure timely escalations to support customer needs.

### **Qualification**

Bachelors / Master's degree in Science preferably in Biochemistry, Microbiology, Biotechnology or Biomedical.

Minimum of 5-7 years industry experience with a successful track record for Sales OR Business Development of Industrial and Clinical Microbiology Products.

Key Account Management Experience is preferable.

Management degree/certification will carry better weightage.

Should have worked with CRM tools.

### **Other Attributes:**

Strong communication skills

Good analytical skills

Scientific approach to the customers

Efficient work organizational skills

Experience in large corporations

Excellent presentation and troubleshooting skills

Must have scientific way of thinking and establishing concepts

Good industry contacts

Willingness to travel 75% of the time region

Team player

Must have excellent negotiation skills to close

Location – Mumbai/ Pune

### **Benefits**

We offer competitive remuneration, annual incentive plan bonus, healthcare, and a range of employee benefits. Thermo Fisher Scientific offers employment with an innovative, forward-thinking organization, and outstanding career and development prospects. We offer an exciting company culture that stands for integrity, intensity, involvement, and innovation!

**At Thermo Fisher Scientific, each one of our +100,000 extraordinary minds have a unique story to tell.**

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