

Territory Sales Manager

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Company: Smith+Nephew

Location: India

Category: other-general

Territory Sales Manager – ENT - Hyderabad, India

Life Unlimited.

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

A Territory 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 Territory Sales Manager is primarily responsible for promoting and engaging the ENT & Spine surgeons doing surgeries and achieve the given targets in Ent & Spine division in the defined territory.

Sales of Ent & Spine line of products as set by target

Gaining market share as per the Company's short and long term objectives in assigned territory

Ensuring timely collection of payments

Assisting marketing team in collection of data, as required and also in conducting various marketing events from time to time

Travelling as required by the Company from time to time for customer meetings

Adherence to Company's Code of Conduct

What will you need to be successful?

Successful candidates would need the following:

Education: Preferred: Graduate/MBA Preferred

Graduate with minimum 2-5 years of Relevant industry experience.

Proficient knowledge and Experience in ENT & Spine space.

Team player, personable, honest, confident, willing to stretch, Go Getter.

Proficient 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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