



## Area Business Manager

- **Vacancy for:** 2
- **Posted on:** Sept. 27, 2018
- **Deadline:** Nov. 11, 2018, 11:55 p.m.

### Basic Job Information

Job Category : Healthcare / Pharma / Biotech / Medical / R&D > Sales and Marketing ( )  
Job Level : Senior Level  
Employment Type : Full Time  
Job Location : Birgunj & Biratnagar  
Offered Salary : NRs. 26,000.00 - 40,000.00 Monthly

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### Job Specification

Education Level : Bachelor  
Experience Required : More than 4 years  
Professional Skill Required : Negotiation Skill, Communication Skill, Relationship, Leadership, Sales

### Other Specification

- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
  - Proven ability to drive the sales process from plan to close
  - Strong business sense and industry expertise
  - Excellent mentoring, coaching and people management skills
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### Job Description

- Maintaining and increasing sales of company's products
  - Reaching the targets and goals set for the area
  - Establishing, maintaining and expanding the customer base
  - Increasing business opportunities through various routes to market
  - Setting sales targets for individual reps and your team as a whole
  - Developing sales strategies and setting targets
  - Monitoring your team's performance and motivating them to reach targets
  - Compiling and analysing sales figures
  - Keeping up to date with products and competitors
  - Managing 3-4 Medical Representatives
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### Applying Procedure

Apply Link : <https://merojob.com/area-business-manager-9/>

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