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ASIA EDITION

Area Sales manager at Elanco, India

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Full business responsibility for Sales of the Assigned Area of operation by promoting EAH Products with Techno Ã¢â?¬â?? Marketing skills along with Business development.



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Primary Function

Full business responsibility for Sales of the Assigned Area of operation by promoting EAH Products with Techno – Marketing skills along with Business development. Should be able to implement Company Marketing plans and strategies to develop EAH products for long-term sustainable growth.

Internally: Works in collaboration with his Sales Team, Marketing, Finance, Tech Ops, and other related persons towards the achievement of business goals. Externally: Keep good relationship with Customers, Veterinarians, Key Accounts, Stockiest, and Retailers through value added services

Primary Accountabilities/Responsibilities

- Area Sales Manager is accountable for effective management and development of people
- Efficient management of comprehensive product mix, efficient stock management, and hence attains business objectives of EAH.

- Will be responsible for the business operations and implementation of company strategies in the market through a team of area business managers and business executives.
- Attain or exceed sales budgets quarter-wise. Ensure that all brands contribute to growth & sales objectives.
- Ensure all areas in the region are meeting the sales objectives.
- Prepare & control expense budgets in line with company objectives.
- Participate in strategy meetings & provide inputs to the marketing department pertaining to his/her region.
- Ensure that all the key marketing projects & activities are implemented effectively during each cycle in his/ her region

Requirements:

- Bachelor's degree required, Master's degree (MBA) preferred
- Strong communication skills in English (both written and spoken)
- Advanced knowledge of MS Excel, Word, and PowerPoint
- Minimum of 7 -10 years of experience in Animal Health / Pharma or Related Business
- Candidate should have good communication skills
- Effective Leadership qualities, should lead a team of 1 – 5 sales personnel
- Excellent ability to interact with diverse staff
- Good consulting, communication and relationship building skills
- Experience in negotiation and relationship management
- Ability to network with various line functions within a highly matrixes organization
- Strong work ethic and ability to work and make decisions independently
- Animal Health or related business and industry knowledge is a plus
- Proven strategic skills combined with the ability to implement

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