

営業本部

SALES/District Sales Manager(所長)職/Oncology 領域 NEW !

職務内容	<ul style="list-style-type: none">•Create and implement tactical sales promotion plan in line with set brand plan and national sales strategy by leading and managing respective district sales team to achieve annual sales target.•Manage 8-10 MRs as direct reports•Deploy sales force effectively based on the market dynamics and resource need.•Train MR according to the guideline and / or training plan in line with brand plan, so as to ensure adequate scientific knowledge and skill set are equipped in time that are required for promotion of MSD oncology products.•Build relationship with regional opinion leaders to improve brand penetration into respective target market.•Collaborate and coordinate with relevant functions to ensure all of field activities of sales team are aligned with MSD business policy in respective areas and/or regions•Ensure managing compliance of entire field activity•Through appropriate coaching with each MR, support him/her to create individual developmental plans as well as provide him/her with a developmental opportunity
応募資格	<p>Required:</p> <ul style="list-style-type: none">•Over 3 years experiences of a leader role in sales/marketing function in Pharmaceutical industry•Strong leadership competency: strategic skills, operating skills, Organizational skills and personal/interpersonal skills•Adequate IT literacy : MS office, CRM, <p>Desired:</p> <ul style="list-style-type: none">•MR certification•Concrete track record in Oncology business
勤務地	全国
備考	募集再開です。想定入社日は 2017 年 7 月です。ご注意下さいませ。 ご推薦の際に「希望勤務地」あれば記載ください。