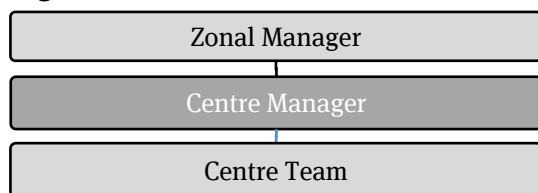


JOB DESCRIPTION

Job Title	Centre Manager		Location	Mumbai - South	
Department	Centre Management	Reporting to	Zonal Manager	Team Reporting	Centre Team

Purpose: Lead a contemporary Rehabilitation Centre offering solutions for advanced Neurological conditions, and establish as a best-in-class new Patient Care Model for Ottobock

Organogram:



(Refers 1 level above and 1 level below)

Education	Preferred MPT in Neurology PhT (Neuro / Musculo-Skeleton)
Exp. Range	7+ yrs
Travel	High <input type="checkbox"/> Moderate <input checked="" type="checkbox"/> Low <input type="checkbox"/> Nil <input type="checkbox"/>

Roles & Responsibilities:

Top Line - Sales:

- Develop and maintain networking with therapist, doctors, hospitals and relevant stake-holders
- Ensure maximum market potential is tapped
- Increase Ottobock Market Share by achieving centre targets consistently
- Targets are shared appropriately w.r.t. local market and team needs
- Work towards centre profitability
- Competition watch and report to Head Office

Clinical Operations Activities:

- Ensure best clinical prescription practices are followed
- Implement Ottobock Quality standards
- Patient satisfaction is top priority – quality product delivered on time and as per agreed prescription
- Clinic Infrastructure and upkeep should match or exceed group standards

People Management Activities:

- Work towards building and retaining a high performing team
- Ensure OBI values are lived by you and your team
- Create a culture which recognizes and celebrates success

Reporting, Controls and Relationships:

- Timely and accurate Reports submission
- Ensure all financial controls and procedures are practiced

Competencies & Skills:

- Strong interpersonal and communication skills
- Confident and poised presentation skills
- Up to date with latest Ottobock offerings and have thorough Product Portfolio knowledge
- Comprehensive knowledge of market and competitors
- Negotiation and Objection handling
- Customer service attitude

Stakeholders:

- **Internal:** Head office team
- **External:** Clients i.e. Patients, Therapists, Doctors, Hospitals, Vendors