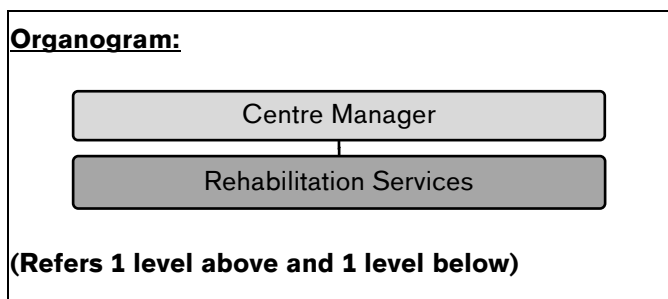


JOB DESCRIPTION

Role	Rehabilitation Services	Location	Pan India
Department	Sales	Reporting to	Centre Manager

Purpose: Generate enquiries and further confirm patients



Education	Graduate / Post Graduate / MBA, preference to P&O specialisation
Exp. Range	1+ years of relevant experience
Travel	High <input type="checkbox"/> Moderate <input type="checkbox"/> Low <input type="checkbox"/> Nil <input type="checkbox"/>

Roles & Responsibilities:

Top Line Sales Activities:

- Meet individual sales target in the assigned territory
- Identify sales opportunity and generate enquiries through identified channels
- Meet existing doctors' database and generate enquiries
- Create new referral sources

Promotional Activity Support:

- Make presentations and product demonstrations to promote new products and services
- Implement marketing schemes and launches, when required

Reporting & Data Maintenance:

- Gather and report market intelligence information
- Maintain Daily and Weekly Sales Activity reports and submit the same to the Manager as per schedule
- Share Patient Outcomes with doctors
- Support manager in key relationship management

Customer Interaction:

- Responsible for patient Centre visit appointment, scheduling and quotation negotiation
- Counsel patient and decision maker in optimal quotation in order to confirm the solution
- Be the one source of patient contact during the entire patient journey
- Maintain cordial relation with patients
- Maintain relationship with all potential and existing clients
- Ensure proper service and after sales support to patients

Competencies & Skills:

- Up to date with latest OB offerings and have thorough Product Portfolio knowledge (training will be provided)
- Comprehensive knowledge market and competitors
- Prospecting, negotiation and objection handling skills
- Ability to understand customer's needs and present solutions in best suited manner
- Strong interpersonal skills
- Excellent communication skills (English and Local Language)
- Open to move across locations