

REGIONAL MANAGER (CBD)

Reference Code : HLL/HR/035/2022

Job Title : REGIONAL MANAGER (CBD)

Start Date : 19.10.2022

End Date : 02.11.2022

Company

HLL Lifecare Limited (HLL) is a Govt. of India Healthcare products manufacturing and services Company based in Thiruvananthapuram, Kerala, India under the Union Ministry of Health and Family Welfare, HLL is a global leader in the area of contraceptives, hospital products and healthcare services. With 8 manufacturing units, 4 subsidiary / joint venture companies, 21 regional offices. HLL exports products to over 85 countries. Besides this, HLL is engaged in providing healthcare and diagnostic services, consultancy and contract services for healthcare infrastructure projects and consultancy services for procurement of medical equipment and devices in healthcare sector. Thus, HLL is positioned as a total healthcare solution provider catering to the well-being of the society at large.

Department

CONSUMER BUSINESS DIVISION (CBD)

Tasks

- a. Achieving revenue of the region Product wise and marketwise targets
- b. Implementing the strategies and policies of the organization, aligning the frontline team to achieve the product wise, marketwise targets
- c. Leading the team of ASM and SR team, for achieving the monthly and quarterly targets
- d. Effectively coordinating with manufacturing, brand management, finance and other cross-functional departments to resolve issues, settlement promotional schemes, compliant handling, new product development, new variants introduction.
- e. Effectively managing the channel partners, enhancing the coverage to meet the sales goals and objectives
- f. Implanting the promotional plans for the retention and creation and new customers
- g. Monitoring of the productivity of SR team, stocks at dept/ factory, taking corrective actions and as when required.
- h. Ensuring the desired realization for MOODS and thereby achieving the operating profit
- i. Developing necessary database of customers, preparation of monthly and quarterly reports for management discussion and analysis
- j. Nay other task assigned by the competent authority from time to time.

Requirements

Maximum Age : 52 years as on 01.10.2022

Basic pay range (For Fixed Term Contract engagement): Rs.30000 - Rs.50000 /-

(The basic pay will be fixed within the pay range depending on the qualification, experience and the current pay drawn by the candidate. However, in addition to Basic Pay, DA, HRA and Perks will be applicable in fixing the final salary).

Qualification:

- Essential: 1. MBA/ MSW
2. Knowledge in Computer applications like MS Word and MS Excel

Post Qualification Experience

Essential: Minimum 12 years relevant experience in sales in OTC/ FMGC products

No. of Positions : Three (3)

Posting Location : Delhi/ Mumbai/ Kolkata

Contract Type : Executive – Contract

Employment Fraction : Full-time

General Conditions:

- Applications not in the prescribed format **will not be considered** for selection process and no further communication will be sent separately.
- Application Format can be downloaded from the website.
- Job title and Reference code should be clearly mentioned in the Application form
- SC/ST/OBC/PwD candidates will be eligible for relaxation as per Government of India directives.
- Canvassing in any form will be a disqualification.

For applying for the post, candidates can send the following details to recruiter@lifecarehll.com

**** (Application in the prescribed format, CV, Copies of All Education & Experience certificates, Salary Slip etc.)**