

Area Sales Manager (Personal Health Care)

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Company: Procter & Gamble

Location: Bangkok

Category: other-general

Description

Meaningful work from Day One:

Be a part of a group of experts in P&G belonging to the Health Care function!

We are looking for an Area Sales Manager to drive our ambition for sales growth in clinics and hospital accounts and build positive relationships through Joint Business Planning (JBP), account planning, and Business connections with customers.

Your Team

This role reports to P&G Health (Thailand) - National Sales Manager.

What Success Looks Like

Being the market leader

Achieve financial goals and performance management

Build good relationships with Customers and high-potential outlets by implementing customer engagement programs

Drive key account management through JBP, account planning needs analysis, alignment on trading terms, and category management

Drive actionable customer engagement strategies and execution to grow the business and outperform the competition.

As a Sales Manager, you will:

Achieve sales targets in quantity and value for all products in adaptable areas.

Supervises and evaluates sales activities and SFE meaningful metrics of Medical

Representatives within the assigned district by providing mentorship, coaching, and feedback.

Ensure listing of Rx Products in targeted customers in the respective areas.

Proactive conducting of customer engagement activities within the responsible areas follow the global marketing guideline to achieve targeted HCP such as Symposia, Coaching, Small Group Discussion, or Round Table Discussion.

Build a relationship with heavy prescribers or Key Opinion Leaders (KOL) through regular field visits.

Train the direct subordinates in Product Knowledge, be more professional, more proactive in activities and territory management, and customer management:

Regularly planned on mentor and measurement, evaluation of the improvement of Medical Sales representatives to ensure they have the right sales proficiency to deliver sales targets.

Develops others by ensuring the detailed and periodic review of each member through an effective Performance Management Process.

Responsible for all reportable Adverse Events (AE) or safety information and ensure that the vital information is forwarded to the Local Pharmacovigilance Responsible Person (LPVR) in P&G Health Thailand within 24 hours.

Job Qualifications

Role Requirements:

Minimum Bachelor's Degree or equivalent experience (Science-based is preferred).

Must have experience in the Pharmaceutical industry (Sales in Hospital channel) at least 2 years experience in the Sales Supervisor level and 4 years in a medical sales representative

Required skills and proficiencies:

Self-motivated, proactive, effective communication skills and strong collaboration skills

Able to work in **Bangkok** and **Upcountry** area (for business-critical needs)

Strong leadership qualities, people management skills and hardworking in developing people

Proficiency in English (oral and written) plus local language

Analytical skills, quick perception and good judgment

About us

We produce globally recognized brands and we grow the best business leaders in the industry. With a portfolio of trusted brands as diverse as ours, it is paramount our leaders are able to lead with courage the vast array of brands, categories and functions. We serve consumers around the world with one of the strongest portfolios of trusted, quality, leadership brands, including Always®, Ariel®, Gillette®, Head & Shoulders®, Herbal Essences®, Oral-B®, Pampers®, Pantene®, Tampax® and more. Our community includes operations in approximately 70 countries worldwide.

Visit to know more.

We are an equal opportunity employer and value diversity at our company. We do not discriminate against individuals on the basis of race, color, gender, age, national origin, religion, sexual orientation, gender identity or expression, marital status, citizenship, disability, HIV/AIDS status, or any other legally protected factor.

Job Schedule

Full time

Job Number

R000097514

Job Segmentation

Experienced Professionals (Job Segmentation)

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