

## Expert Sales & Marketing Manager

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Company: Haleon

Location: Bangkok

Category: other-general

Hello. We're Haleon. A new world-leading consumer health company. Shaped by all who join us. Together, we're improving everyday health for billions of people. By growing and innovating our global portfolio of category-leading brands – including Sensodyne, Panadol, Advil, Voltaren, Theraflu, Otrivin, and Centrum – through a unique combination of deep human understanding and trusted science. What's more, we're achieving it in a company that we're in control of. In an environment that we're co-creating. And a culture that's uniquely ours. Care to join us. It isn't a question.

This is an exciting time to join us and help shape the future. It's an opportunity to be part of something special.

As **Expert Sales & Marketing Manager** you will lead and drive the sales and marketing strategies to achieve business growth for Haleon Thailand's Oral Healthcare and Wellness business which sits within the Ethical channel.

### **Responsibilities:**

Lead Sales & Marketing strategy to drive business of Thailand Oral Healthcare and Wellness business in Ethical channel.

Develop an Annual Sales Plan, Gross-to-Net (G2N) and Demand Forecast to align with marketing and sales strategy.

Organize and manage new product launches.

Conduct internal product/disease knowledge training for Sales teams and external stakeholders including those in Modern Trade, Traditional Trade and Pharmacy channels.

Conduct activities including marketing event, booth exhibition and promotion to draw product awareness.

People Manager responsibilities leading the following teams:

- Oral Healthcare team comprising of 15 members which includes 2 Sales Managers and 13 Medical Delegates covering Nationwide scope.
- Oral Healthcare Telesales team comprising of 2 members which includes 1 Telesales Supervisor and 1 Telesales Representative.
- Wellness team comprising of 6 Medical Delegates covering Nationwide scope.

**Requirements:**

Bachelor's degree in Pharmacy, Science, Life Sciences or related fields.

More than 10 years of sales or marketing experience in Pharmaceutical or Ethical channel.

Preferably bilingual in English & Thai.

Good interpersonal and communication skills.

Care to join us. Find out what life at Haleon is really like [www.haleon.com/careers/](http://www.haleon.com/careers/)

At Haleon we embrace our diverse workforce by creating an inclusive environment that celebrates our unique perspectives, generates curiosity to create unmatched understanding of each other, and promotes fair and equitable outcomes for everyone. We're striving to create a climate where we celebrate our diversity in all forms by treating each other with respect, listening to different viewpoints, supporting our communities, and creating a workplace where your authentic self belongs and thrives. We believe in an agile working culture for all our roles. If flexibility is important to you, we encourage you to explore with our hiring team what the opportunities are.

As you apply, we will ask you to share some personal information, which is entirely voluntary. We want to have an opportunity to consider a diverse pool of qualified candidates and this information will assist us in meeting that objective and in understanding how well we are doing against our inclusion and diversity ambitions. We would really appreciate it if you could take a few moments to complete it. Rest assured, Hiring Managers do not have access to this information and we will treat your information confidentially.

Haleon is an Equal Opportunity Employer. All qualified applicants will receive equal consideration for employment without regard to race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity/expression, age, disability, genetic information, military service, covered/protected veteran status or any other federal, state or local protected class.

Please note that if you are a US Licensed Healthcare Professional or Healthcare Professional as defined by the laws of the state issuing your license, Haleon may be required to capture and report expenses Haleon incurs, on your behalf, in the event you are afforded an interview for employment. This capture of applicable transfers of value is necessary to ensure Haleon's compliance to all federal and state US Transparency requirements.

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