

NSM - OTC & Consumer Healthcare

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Company: ANCOR International

Location: Bangkok

Category: other-general

Job Description

National Sales Manager – OTC & MT Channels

Our client is a global pharmaceutical firm with various portfolio across pharmaceutical and consumer healthcare products.

Job Description

Develop and implement comprehensive sales strategies to achieve annual revenue, market share, and profitability targets.

Analyze market trends, competitive landscape, and consumer behavior to identify growth opportunities and adjust strategies accordingly.

Lead, mentor, and motivate a team of sales professionals to ensure high performance, engagement, and growth.

Provide coaching and training to enhance sales skills, product knowledge, and customer engagement.

Monitor and analyze sales performance metrics, KPIs, and trends to assess progress and identify areas for improvement.

Prepare regular sales reports and presentations for senior management, highlighting achievements, challenges, and action plans.

Collaborate closely with marketing, product development, and supply chain teams to align

sales strategies with product launches, promotions, and inventory management.

Provide valuable market feedback to contribute to product development and enhancement efforts.

Develop and manage the annual sales budget, ensuring optimal allocation of resources to support sales initiatives.

Monitor expenses and variances, implementing corrective actions as needed.

Qualifications:

A minimum of 8-10 years of working experience in sales function from consumer healthcare or beauty industry

Experience in consumer healthcare or cosmeceuticals is strongly preferred

In-depth knowledge of the consumer healthcare industry, market dynamics, and trends.

Strong leadership abilities with a demonstrated ability to inspire and lead teams to achieve sales targets.

Excellent communication, negotiation, and presentation skills.

Analytical mindset with the ability to use data to drive decision-making.

Strong business acumen and strategic thinking capabilities.

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