

Position: Key Account Manager – Pharma/Healthcare Practice

Join a young and dynamic team, which opens the doors of the world to you. With clients in more than 7 countries, by joining us, you can become part of the continual growth. In addition to the interesting nature of the assignments, a very enriching experience is what we offer.

About Us: Faber Infinite is one of the finest and growing global management consulting and training organizations with expertise in helping client organizations implement Transformation (Change) Management and Business Excellence practices in order to become more effective, efficient and flexible. Faber Infinite is closely working with clientele across India, Africa & Middle East.

Location: Ahmedabad

Compensation: salary No bar for right candidate

Desired Qualification: Master's Degree in Pharmaceutical Management/ Healthcare Management/ Sales & Marketing/International Business, with Bachelors in Pharmacy/Healthcare Management would be an added advantage

Desired Skills:

- 2 – 3 years of experience in selling professional services / B2B products in pharmaceuticals and healthcare
- Knowledge of GMP/FDA/NABH would be an added advantage
- Proven experience as Key Account Manager
- Experience in sales and providing solutions based on customer needs
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Strong presentation and negotiating skills
- Good market knowledge and should have good exposure to sales planning / forecast
- Ability to provide strong leadership and support to the project and team members
- Ability to be a high impact player on multiple simultaneous engagements
- Ability to think strategically, balancing long and short-term Priorities
- Willingness to travel extensively, Pan India

Job Description:

- Acquire a thorough understanding of key customer needs and requirements
- Responsible for achieving of sales target of respective region
- Plan approaches and pitches
- Build relationships with new clients and maintain cordial relationship with existing client base



- Forecast sales targets and ensure they are met
- Track and record activity on accounts and help to close deals to meet these targets
- Develop negotiating strategies
- Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protect organization's value by keeping information confidential.
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

