



ZENTIVA as the champion of Generics and OTC medicines is headquartered in Prague and reaches over 40 million patients in 25 European countries. The growth of our organization brings new opportunities for our 2 900 people to fulfil their potential. It also positions us well to attract best talent and retain our team to secure our success for future generations.

In Bulgaria, the Company addresses a wide range of therapeutic areas, but has a particular focus on cardiovascular disorders, inflammatory conditions, pain, infections and conditions in the gastrointestinal and urology fields.

Currently, we are looking for experienced and motivated Sales Manager, located in Sofia or Central Bulgaria to join our highly motivated and inspired team in Zentiva Bulgaria.

Job position: Zentiva Sales Manager

Job Brief:

We are looking for an experienced National sales manager to contribute to our company's sales objectives. Your responsibilities include supervising the sales team and building long-term client relationships.

As a National sales manager, you should use your creativity and thorough knowledge of sales processes to provide innovative ideas for business growth. Communication and team management skills are also essential for this position. As a Sales Manager, you will be responsible for leading the sales team and for planning, implementing and monitoring the commercial strategy and in order to maximize efficiency and productivity.

Ultimately, you should aspire to develop and maintain successful relationships with large, distributed customers.

Responsibilities

- Lead team of medical representatives and set up tasks, individual targets and supervises the performance
- Adopts and execute commercial strategy
- Establish productive and professional relationships with key personnel in assigned customer accounts
- Monitor and analyse performance metrics and suggest improvements
- Prepare monthly, quarterly and annual sales forecasts
- Perform research and identify new potential customers and new market opportunities
- Provide timely and effective solutions aligned with clients' needs
- Liaise with Marketing & Product Development departments to ensure brand consistency
- Stay up-to-date with new product launches and ensure sales team members are on board

Requirements

- University degree preferably with MBA (medical background)
- Strong M&S track-record in Bulgarian pharmaceutical market
- People management experience in leadership position as Sales Manager, Field Force Manager, Sales & Marketing Manager or Business Unit Manager
- Displays highest standards of ethical behavior and integrity; transparent communicator



- Inspiring leader
- Excellent people management skills
- Result & performance driven
- Excellent communication skills
- English: Advanced level
- User level computer skills, Advanced MS Excel, CRM;
- Capability to work in a matrix and complex environment;

Our proposal:

- Competitive remuneration package
- Opportunity to become an influencer in international pharmaceutical leader
- Healthy work environment- medical and life insurance
- Continuous support and learning

If this opportunity sounds appealing to you, please send your CV! Only shortlist candidates will be contacted. The application will be in strict confidentiality.
