



YASHAM SPECIALITY INGREDIENTS PVT LTD

Job Title:	Asst.Manager / Manager Pharma Ingredient (techno Commercial)	Job Category:	On Field
Department/Group:		CTC Band	
Location:	Mumbai	Travel Required:	Yes
Level/Salary Range:		Position Type:	Additional
HR Contact:	Mr. Amit Samant	Date posted:	
Will Train Applicant(s):		Posting Expires:	
Applications Accepted By:			
Fax or E-mail: (022)4063-9946 or hr@yasham.in Subject Line: Attention: [Recruiting for]		Mail: [Recruiting Contact or Hiring Manager] [Yasham Speciality Ingredients Pvt Ltd] 401, Satya Dev, Veera Industrial Estate, Off Veera Desai Road, Andheri West Mumbai - 400053	
Job Description			
<p>YASHAM Group, Established in 1997, the group has earned a good reputation as a dependable partner for companies nationally and internationally for various industries viz. Pharmaceutical, Cosmetics, Inks, Veterinary, Food & Biotechnology.</p> <p>Reputed company with high volume and value focused business in Pharma division.Currently having opening as its Corporate Office (Andheri – Mumbai).Role and Responsibilities</p> <p>Divisions/Departments Activity:</p> <ul style="list-style-type: none"> • Technical Sales and Marketing of Pharma Excipient product range. <p>Job Description:</p> <p><u>Duties & Responsibilities:</u></p> <ul style="list-style-type: none"> • 1. To focus on all customers and to provide commercial and technical support for pharma excipient range. 2. To make regular customer visit. 3. To have good networking skills at senior level contacts with leading Pharma manufacturing co's. 4. Co-ordination with suppliers and customers. 5. Responsible for development and product promotion. 6. Identification of potential customers through personal contacts / website / marketing intelligence. 			

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.



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7. Co-ordinate for various event / technical seminars for business promotion.
8. Make Quarterly / yearly presentation and Sales reports as per customer /supplier & Management requirement.
9. Develop business plan and sales strategy on the market to ensure attainment of company goals and profitability.
10. Close rapport with R &D personnel, commercial people and customer, building long term relationships.

Skills/ Qualifications:

1. Mandatorily from Science background (i.e. BSc. / B. Pharm or MSc / M. Pharm)
2. Experience 3 -5 years in sales (Preference: Candidate need to have good experience in pharma excipient range, liquid orals, solid orals, Tropicals and injectables as a techno commercial profile.)
3. Knowledge of coating for solid dosage will be preferred.
4. Computer knowledge (internet, ms office etc)
5. Good communication Skills in English (written and verbal)
6. Take Self initiative and problem solving skills
7. Willingness to travel, learn & adapt new things and work hard to achieve results.

Requisition By:		Signature:	Date:	
Approved By :		Signature:	Date:	

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