

Position Profile – Pharmacy Business Manager

Title	Pharmacy Business Manager
Purpose	You will achieve and develop profitable sales of products within independent pharmacy and other given customers, in line with standard operating procedures as well as Ceuta and client objectives, to achieve specified KPIs.
Reports to	Sales Team Manager / National Sales Manager
Direct Reports	None
Key Areas of Responsibility	<ul style="list-style-type: none"> • Maximise achievement of sales cycle specific objectives, including targets on transfer orders, distribution, point of sale, detailing and merchandising. • Develop, review and work to a well-organised and efficient journey plan in order to maximise KPI achievement including average daily call rate, selling calls and orders • Educate pharmacy counter assistants and/or pharmacists on features & benefits and encourage recommendation of specific products • Complete all administration associated with the role accurately on a daily basis or as directed by line manager • Act in accordance with Pharmacovigilance policies and procedures, ensuring that they are adhered to correctly at all times • You will ensure frequent and timely communication with your line management and the sales support department. • You will accurately record all required activity on Field strike on a daily basis. • You will identify opportunities within your territory in order to develop new business. • act in accordance with Pharmacovigilance policies and procedures, ensuring that they are adhered to correctly at all times • carry out any other reasonable tasks in connection with the job function, as requested by your manager
Professional Competencies	<p>Career Experience</p> <ul style="list-style-type: none"> • Previous experience of selling Business to Business is preferred (within FMCG or specifically Health & Beauty). • Previous experience of utilising a CRM system in day-to-day work is preferred • Demonstrable knowledge of the industry is essential. <p>Qualifications</p> <ul style="list-style-type: none"> • Good standard of general education including Maths and English. <p>Required Skills</p> <ul style="list-style-type: none"> • The ability to communicate features and benefits of products confidently at all levels. • The ability to review and analyse your own targets in order to successfully achieve agreed Key Performance Indicators (KPI's) • The ability to manage your own time to successfully achieve agreed Key Performance Indicators (KPI's) by effectively planning and maintaining a productive journey plan • The ability to create an impactful and effective PowerPoint presentation to drive sales in selected accounts • The ability to utilise a CRM system effectively in order to extract relevant sales data to support territory analysis and commercial recommendations • The ability to maintain up to date knowledge of the industry to ensure that you can proactively anticipate any challenges or objections that may influence your sales approach